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National Business League of America

Practical suggestions for the development...

Chicago

1908

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Practical Suggestions

FOR THE DEVELOPMENT OF

American Export Trade

WITH DIRECTORIES OF THE
CHIEF CITIES OF

SWITZERLAND

By Silas C. McFarland, American Consul-General at St. Gall

HAITI, WEST INDIES

By John B. Terres, American Consul at Port au Prince

ECUADOR, SOUTH AMERICA

By Herman R. Dietrich, American Consul-General at Guayaquil

COMPILED FOR AND PUBLISHED BY

The National Business League of America

AN ALLIANCE OF LEADING DIVERSIFIED BUSINESS INTERESTS OF THE UNITED STATES, FOR THE PROMOTION OF NATIONAL LEGISLATION AND ADVANCEMENT OF AMERICAN COMMERCE AND INDUSTRIES

CHICAGO, U. S. A.
1908

STROMBERG, ALLEN & CO., CHICAGO.

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FOREWORD

IN presenting a series of foreign trade directories to the business interests of the United States, it is the purpose of the National Business League of America to encourage a correspondence between the American producer and selling agencies of other countries, as the first practical step for the enlargement of our foreign markets.

It is not expected, however, that publications of this kind will directly benefit the great industrial enterprises having their representatives and distributing branches located in all the chief commercial centers of the world; but it is hoped that, to the manufacturer whose facilities for production exceed the demand of his home markets, or who finds himself burdened with a surplus output, these suggestions will prove a valuable factor in the securing of successful results.

During the ebb-tides of trade, those periods of depression and uncertainty when men hedge and hesitate, the fact remains that, no matter what the status of business here in the United States, markets will be profitable and the currents of traffic run full

and freely in many foreign countries; therefore if we would prosper evenly and continuously we must secure that prosperity through direct commercial relations with the men of affairs in other lands, instead of attempting to sell our surplus products by proxy, through agents of competing countries. With this end in view the League is earnestly directing its efforts in various channels.

These directories, and others to follow, have been prepared with great care and thoroughness by American consular officials, for the use of this League, and forwarded through the courtesy of the State Department at Washington. Acknowledgments are hereby cordially made to Consuls-General Silas C. McFarland, Herman R. Dietrich, Consul John B. Terres, and all other consular officers who contributed these valuable suggestions and compilations. By comparative statements of exports and imports the proportional trade interests of competing nations are made plain; obstacles to our commercial advancement are pointed out, and methods clearly submitted for the promotion of American commerce with the countries in question.

The League has made no attempt at commercial ratings. That has been left to R. G. Dun & Company, a mercantile agency that has branches in all parts of the world, and is adequately equipped to furnish reliable information as to the responsibility of foreign dealers.

SWITZERLAND

INTRODUCTION BY

SILAS C. McFARLAND

AMERICAN CONSUL-GENERAL AT ST. GALL

Without going into general statistics farther than necessary and otherwise available, Switzerland, as a commercial proposition and so far as American interests are concerned, can be summarized by a few comparisons and statements. Its total population is 3,315,443. Of this total, 375,294 are contained in the 21 towns of over 10,000 population covered by this directory, chief among which, and from which only in the American sense of the word general wholesaling is done, are Zurich, with 176,000; Basel, 130,000, and Geneva, 116,387. The remaining population, outside of the 21 towns mentioned, is distributed in towns and villages of less than 10,000. As a whole, the Swiss population is the most discriminating and up-to-date of any in Europe. Per capita, it imports, exports and consumes more than the people of any other European country, England not excepted. Intrinsically it is poor in everything except scenery, which pays a large annual dividend, and paid largely by Americans, and in the industry and integrity of its people, which have not only developed every natural resource, but, importing raw materials, have transformed a grazing and limited fruit region into a manufacturing proposition. Its mountains yield neither minerals, coal nor even a fair quality of building stone. Its iron and cotton and raw materials generally are imported, as is its furnace coal. But its people are educated and wideawake. Every male must not only serve in the army of defense, under regulations, however, far different from those imposed by neighboring monarchies, but before doing so must pass a thorough educational test, failure being punished. Its high standard of citizenship, applied to industrial and commercial pursuits, has not only developed a necessity for all of the better things of life, but created a discriminating knowledge of the best and cheapest methods to obtain them. Swiss shops, even in the villages, are filled with the best products of the world—the best, the latest, from every country. Such a market is only to be reached through the most practical and intelligent methods.

In 1906 Swiss imports were $283,528,483.11, of which Germany contributed $92,543,162.83, largely manufactures, and the United States $11,287,192.17, largely raw materials—a percentage of 32.60 for Germany and of 3.48 for the United States. Of Swiss exports, Germany takes about 25% and the United States about 12%—over half of the latter represented by St. Gall embroideries, made upon Manchester and Nottingham foundations from American cotton. Swiss import figures as to weights, but not as to values, are now available for the first nine months of 1907, and a comparison of American imports during the corresponding months of 1906 illuminates the present status of trade. The figures are for quintals, gross weight, a quintal being equal to 220 pounds:

Importations, by Quintals, for the First Nine Months of 1906 and 1907 Compared.

	1906.	1907.
Syrups	15,578	98,159
Ham	801	8,569
Meats (chiefly canned)	3,250	5,237
Lard	12,704	14,563
Oleomargarine	1,125	2,073
Tobacco, unmanufactured	30,443	32,923
Shoes	85	134
Rubber shoes	387	323
Cotton, raw	91,319	100,617
Petroleum	339,727	396,059
Resinous products	17,139	31,176
Miscellaneous machinery	4,960	5,653
Agricultural machinery	3,793	8,364

The increase shown by these figures—practically the first increase shown since 1898, when the American import percentage was about 7%—was due rather to the very prosperous times in Switzerland up to the occurrence of the American financial disturbance than to any betterment of trade relations. Eliminate from the above the items of cotton, tobacco, petroleum and other practically raw products, and the showing of manufactured articles is not flattering. Nor can the situation be fully disclosed without a consideration of the growth of Swiss manufactures and commerce in the past few years. That growth has been phenomenal, and can be illustrated by export figures on machinery. In 1890, such Swiss exports were, in round figures, $4,500,000; in 1906, $12,700,000, embracing heavy, textile and electrical machinery of all sorts. For instance, Switzerland, in 1903, imported automobiles to the value of $1,307,961 and exported $213,458. In 1906, while her imports were $2,633,485,

her exports rose to $1,691,645, and Swiss autos, as well as Swiss heavy, electrical and textile machinery, were displayed to customers in permanent general agencies in the principal markets of the continent—Milan, Berlin, Vienna, Paris and London. In the period mentioned, imports of American automobiles fell from $51,000 to $21,000. With similar progress in other lines of manufacture, it is obvious that the American exporter must reckon closely with local Swiss production. That day is past when the label "American" presumed novelty and superior merit. Two illustrations will suffice: Eight years ago American office furniture was a novelty and in vogue. One concern, especially, built up a large trade. But there was constant friction—failure to supply orders promptly and exactly, lamentable failures in packing, constant disagreement over matters of discount, payments, exchange and breakage. That concern today is operating one of the largest factories in Switzerland, turning out its own goods but copying American styles and novelties. American shoes, although never practically nor thoroughly placed on the market in distinctive fashion, were not long ago a popular craze, and, for that matter, are still in demand; but the largest shoe concern in Switzerland, operating largely with American machines and findings, using American lasts and frankly advertising American styles, supplements similar concerns in Italy and Austria in supplying the market with "American" shoes of very good quality. The American manufacturer of today must expect to find duplicates of his own goods, in all standard lines, manufactured by European workmen at European wages, and know that, for such a market as Switzerland, his German, French, Austrian, Italian, Belgian and English competitors possess those other prime advantages of contiguity, of comparatively cheap and direct freights, of a knowledge of local commercial usages, and of doing business in the languages and values of the local market.

The purpose of this directory is to give such exact and detailed information regarding Swiss wholesale and retail concerns and agencies, and certain lines of manufacture, stating the business language of each district, with comment and suggestion by consular officers, as to open the way to American exporters for direct business negotiations. Generally speaking, the business language of East Switzerland is German, of the west, French, and of the extreme south, Italian, but business correspondence can be conducted in German. Catalogues, and

especially printed instructions and advertisements accompanying goods destined for the retail trade, appear in the three languages, whether of local or continental origin, and always in Swiss values. American catalogues, quoting prices in American values, are in the main worthless. And outside of standard goods, with recognized grades, or such as can be satisfactorily sampled, catalogues even in German are wholly introductory. This is especially true of machinery of whatever character. Neither Germany, monopolizing 75% of machine imports, nor any other continental seller, would think of relying wholly upon such methods. Wherever necessary, depots are maintained, and, otherwise, competent men constantly travel the territory. Prices in francs, Swiss delivery, are quoted at once upon request, thus avoiding for the small, isolated or uninformed customer all annoyances regarding unknown freights and tariffs. Usual terms are three months' time or an equivalent discount. The market is systematically studied, and cultivated with a persistency that seems never to tire. Advertising is extensively used and the follow-up system of letter circulars very generally utilized.

The greatest obstacles to American trade are uncertainty as to time and method of delivery and attendant costs, with frequently mail drafts against freight bills of lading. Prices quoted f. o. b. in American values at some interior American point are simply an exasperation to the general trade. If an American concern finds the Swiss market worthy of exploitation, it must, to be successful, meet in method its German and European competitors. The present small percentage of American trade, excluding raw materials, is due almost entirely to the adoption of such methods by a few American concerns—notably in agricultural machinery, hardware, sewing machines and typewriting machines. The latter, to illustrate, although priced from 20% to 25% above similar German machines, absolutely dominate the market. Leading American makers maintain agencies in all of the principal towns, canvassers cover the territory, material is kept in stock, trial machines are placed upon request, and all business is transacted exactly as if it were of Swiss origin. This method, subject to variation according to goods classification, is the successful method.

S. C. McFARLAND,
Consul-General.

St. Gall, Switzerland, January 15, 1908.

ST. GALL CONSULAR DISTRICT.

Embracing the cantons of St. Gallen, Thurgau, Appenzell and Graubünden; business language, German; official consular address: To the American Consulate-General, St. Gall, Switzerland.

ST. GALL.

Population, 45,939.

Banks.

Credit Anstalt.
Kantonal Bank.

Hardware.

E. A. Maeder (Imp. and W.) Heavy and shelf hardware; household and kitchen utensils; lawn mowers; garden tools; cutlery and butchers' supplies; small machinery specialties; cooking stoves and ranges.
Paul Schlatters Wittwe. Heavy and shelf hardware; household and kitchen utensils; lawn mowers; garden tools; cutlery and butchers' supplies; small machinery specialties; cooking stoves and ranges.
Weder & Sohn. Heavy and shelf hardware; household and kitchen utensils; lawn mowers; garden tools; cutlery and butchers' supplies; small machinery specialties; cooking stoves and ranges.
Fröhlich & Sturzenegger. Heavy and shelf hardware; household and kitchen utensils; lawn mowers; garden tools; cutlery and butchers' supplies; small machinery specialties; cooking stoves and ranges.

Finishing, Bleaching and Dyeing Establishments.

K. Lengweiler & Sohn.
Nufer & Co.
O. Wegelin.

Surgical Supplies and Chirurgical Instruments.

Aktien Gesellschaft Hausmann.
F. Rohrmann.

Department Stores.

Julius Brann (W.) Cloaks and suits, small wares, kitchen articles, notions, etc.
Lendenmann & Co. (W.) Toys, bric-a-brac, small wares.
J. B. Bersinger. Household goods, devices and toys.
Victor Mettlers Magazin (W.) Dry goods and carpets.
Lehner & Huber (W.) Dry goods and carpets.

Breweries.

Arnold Billwiller (Schützengarten).
Bierbrauerei zum Hirschen, St. Fiden.

Book Binding and Paper Boxes.

P. Gimmi & Co.
F. Waser & Co.

Book Dealers.

Kirschner-Engler (W.) Foreign journals, magazines.
Fehrsche Buchhandlung (W.) Foreign journals, magazines.

St. Gall.

Stationery, Office Supplies and Office Furniture.

Marktwalder & Ganz (Imp. and W.) American office utensils, roll top desks, book cases, etc.
Rütishauser & Co. (Imp. and W.) American book cases, letter files, office utensils, office furniture.
P. Gimmi & Co. (Imp. and W.) American book cases, letter files, office utensils, office furniture.

Cigars.

Fehr & Moosherr (Imp. and W.) All foreign and domestic.

Groceries.

Osterwalder & Sohn (Imp. and W.) American apples, canned goods, artificial butter, etc.
B. Breveglieri (Imp. and W.) Conserves, dried fruits.
Karl Alder (W.) Artificial butter.

Drug Stores and Apothecaries.

Tanner & Baumgarten (W.) American soaps and toilet articles.
Medicinal & Sanitäts Gesellschaft.
Dr. Vogt, Adler Apotheke.
Dr. Rehsteiner, Stern Apotheke.

Refrigerators.

A. Gaiser, Uli Rolach Street.

Electrical Supplies.

Aktien Gesellschaft Hausmann (Imp. and W.) For medical purposes only.
G. Grossenbacher & Co. (W.) Electric batteries, lamps, thermometers, electric bells, etc.

Electric Motors.

E. Scheitlin.

Installations and Contractors.

Binder & Wildi. Only gas and gas fixtures.
W. Weder & Sohn. Only gas and gas fixtures.
St. Gallen Gaswerke. Only gas and gas fixtures.
G. Grossenbach & Co. Only electric wiring and fixtures.
St. Gallen Elektrische Werke. Only electric wiring and fixtures.
E. Scheitlin. Only electric wiring and fixtures.
Otto Graf & Co. Only sanitary plumbing.
Wilhelm Jucker Sohn. Only sanitary plumbing.
St. Gallen Wasserwerke. Only sanitary plumbing.
Aktien Gesellschaft "Sanitas." Only sanitary plumbing.
Altdorfer & Lehmann. Only sanitary plumbing.
Tenucci-Metral & Co. Only sanitary plumbing.

Musical Instruments.

Gebrüder Hug & Co. (Imp. and W.) Electrical pianos, pianolas, gramophones, sheet music, etc.

Agricultural Machines and Parts.

E. A. Maeder.
F. Höchner.
H. Stör.

St. Gall.

Leather Dealers.

H. Dürler.
G. Schmid.
J. Tobler.

Leather Goods.

P. Gimmi & Co. (W.)
Lendenmann & Meyer.
J. Bersinger.
Ritter & Co.

Painting Supplies.

E. Funke & Co.
Nanny Jacques & Co.

Dress Goods.

Fassbunder & Kunz (Imp. and W.) Importers of French, English and German cloth for gentlemen's suitings.
Ferber & Krapf, specialty ladies' dress goods.

Machine Oils.

Lutz, Weber & Co.
Tobler & Co.
Gallusser-Altenburger. Oils and fats for technical purposes.
E. Schweitzer. Oils and fats for technical purposes.

Fine Cutlery.

E. Rentz (Imp. and W.) Specialty American razors.
F. Bähr. (Imp. and W.)
M. Götz. (Imp. and W.)

Sewing Machines.

Singer & Co.
J. Zellweger.

Heating Stoves, Piping, etc.

B. Wild & Sohn.
J. Debrunner.
Gutknecht & Co.

Optical Goods.

G. Grossenbach & Co. (Imp. and W.) American opera and field glasses, measuring tapes, etc.
W. Walz (W.) Cameras and supplies.

Petroleum.

Petroleum Import Co. (Imp. and W.)
Gietzendanner & Spetzman (Imp. and W.) Also benzin.

Boots and Shoes.

H. Grob & Co. (Imp. and W.) American and English makes.
Bishop & Rutishauser (Imp. and W.)
G. Koller (Imp. and W.)

Toys.

H. Zollikofer (W.)
Lendenmann & Meier (W.)

St. Gall.

Bicycle Supplies and Sporting Articles.
E. A. Maeder (Imp. and W.)

Scales and Weights.
H. Wild.

Carriage Builder and Repairing.
U. Hohener.

Carpets, Rugs and Portieres.
H. Ruegg-Perry (Imp. and W.) Plush tapestry, linoleum, upholstery, etc.

Building Material.
A. Rossi. Specialty cement and mortar.
K. Baumgarten & Sohn. General building materials.
E. Ganz. Roof tiling, building papers, etc.

Coal and Wood.
Eugen Steinmann.
August Rechtsteiner.

Architects, Builders and Contractors.
A. Müller.
C. A. Buzzi.
Westermann & Co.

Bijouterie, Gold and Silverware.
Gebrüder Scherraus.
W. Münch & Sohn.

Cord, Twine and Rope.
Gebrüder Weigmann (W.)

Printing Establishments.
J. J. Sonderegger. Specialty book, mercantile and music notes, etc.
Zollikofersche Buchdruckerei. General printing.

Glass Jars for Canning Fruit.
E. Schildknecht-Tobler (W.)

Butter.
O. Boll-Villiger (Imp. and W.) Artificial butter.
R. Mulisch (Imp. and W.) Palm butter.

Caoutchouc and Guttapercha.
E. Schweitzer (W.) For technical purposes only.
A. Winterhalder. For technical purposes only.
Aktien Gesellschaft Hausmann. For sanitary and sickroom purposes only.
Frau Neukomm-Weiler. For sanitary and sickroom purposes only.

Agents.
Danzas & Co. Forwarding agents.
Imobersteg & Co. Forwarding agents.
Niebergall & Goth. Forwarding agents.
Offizielles Verkehrs Bureau. General inquiry office.

St. Gall.

LIST OF EMBROIDERY AND LACE MANUFACTURERS.

Alder & Co.
Appenzeller & Co.
Albrecht & Co.
Gebrüder Alder.
Blanck & Co.
Becker & Co.
Billwiller Bros.
Bäachtold & Co.
Barthelemy & Quilleret.
Baum, Strauss & Co.
F. & A. Becker.
Gebrüder Becker.
Berlinger & Co.
Berheim & Co.
E. W. Bodenmann.
Brunner & Hofstetter.
Buchholz & Co.
Burgauer & Co.
Cumines, Foot & Co.
E. Diem.
M. Doob.
H. Dreifuss.
Dütschler & Co.
Julien Daltroff.
E. Ehrenzeller.
I. D. Einstein & Co.
M. Emden.
John Eugster.
A. Freund.
Fraefel & Co.
Fenkart & Co.
Frischknecht & Co.
J. J. Frischknecht.
Frischknecht & Heilbrunn.
Giger & Zürcher.
Karl Gorini.
Goldenberger & Co.
Grauer & Frey.
Guggenheim & Co.
A. Herzig.
Hirschfeld & Co.
Hoffmann & Co.
Edward Honurger.
Huber & Co.
Hamburger & Co.
Hufenus & Co.
Chr. Hofstetter.
Ikle & Co.
Jacob & Co.
Klauber & Co.
K. Kellenberger.
C. W. Keller.
H. Keller.
Kriesemer & Co.
Kütsteiner & Co.
Labhard & Co.
Leumann, Bösch & Co.
Wm. Meyer & Co.
Gebrüder Muser.
Möller & Co.
Michel & Co.
Metzger & Co.
Marshall & Co.
Mills & Gibb.
Neuburger & Co.
Nufer & Co.
John Pullmann & Co.
Thos. Pullmann & Co.
Otto Pulaski & Co.
M. H. Pulaski & Co.
Pfund & Vallois.
Rechsteiner & Hirschfeld Co.
Rechsteiner & Co.
Reichenbach & Co.
Rettig, Schurpf & Co.
Rappolt & Co.
Rittmayer & Co.
Ernst Schoop.
Shoninger Bros.
Fritz Schelling.
George Sand & Co.
Staheli, Rietmann & Co.
Stauder & Rau.
M. Sandherr.
Schoch & Co.
Stauder & Co.
Charles Seelig & Co.
Spoerry & Schaufelberger.
M. Sonderegger.
Salzmann, Daenicker & Co.
Staheli & Co.
Stauder & Graf.
Stoffel & Co.
Sturzenegger & Tanner.
Tobler & Co.
H. Ullmann.
Ludwig Ullmann.
Vontobel & Co.
Vogel & Co.
Waldburger & Kind.
Wappler & Grob.
Wild, Tschumper & Co.
J. Wohlgenannt.
Ph. Wolffers.
Wolffers & Co.
Wormser & Camilles.
Jacob Wyler.
Wyler & Co.
Zähner, Schiess & Co.
Zumtobel & Co.
Zürcher & Zollikofer.
Zürcher & Egger.
Zürcher, Niederer & Co.

St. Gall.

LIST OF EMBROIDERY AND LACE MANUFACTURERS—Continued.

Arnold B. Heine & Co.,	Arbon,	Canton St. Gall.
Karl Bleidorn,	Arbon,	Canton St. Gall.
Appenzell, Breitenmoser & Co.,	Appenzell,	Canton St. Gall.
F. Eugster,	Altstätten,	Canton St. Gall.
Hofer, Bösch & Co.,	Au,	Canton St. Gall.
M. Holzer,	Au,	Canton St. Gall.
Richard Hammere,	Au,	Canton St. Gall.
Grämiger Bros.,	Bazenhaid,	Canton St. Gall.
Wirth Dyne & Co.,	Bühler,	Canton St. Gall.
Grauer-Frey,	Degersheim,	Canton St. Gall.
A. Naef,	Flawyl,	Canton St. Gall.
Meyer-Kreis,	Flawyl,	Canton St. Gall.
V. & E. Tanner,	Herisau,	Canton St. Gall.
Jacob Rohner,	Rebstein,	Canton St. Gall.
Stickerei Feldmühle,	Rorschach,	Canton St. Gall.
Zürcher Bros.,	Teufen,	Canton St. Gall.
Gebrüder Tobler,	Teufen,	Canton St. Gall.
J. A. Diem,	Thal,	Canton St. Gall.
Dufour & Co.	Thal,	Canton St. Gall.

RORSCHACH.

Population, 12,444.

Banks.
Branche der Toggenburg Bank.

Drug Store and Apothecary.
A. Simon. American soaps and tooth powder.

Agricultural Machines and Implements.
Bucher Fritz. (Imp. Buch.) Specialty ploughs, rakes, etc.

Stationery and Books.
Kober's Buchhandlung. Office supplies, all kinds of books, musical instruments, etc.

Department Stores.
Julius Brann (W.) Cloaks, suits, men's furnishings, kitchen supplies, small wares, etc.
Paul Faber. Small wares, toys, bric-a-brac, etc.

Groceries.
Joseph Buob (W.) All kinds of conserves, preserves.
K. Lewitus. All kinds of conserves, preserves.

Grain.
Hasler & Co. (W.) Corn, grain and wheat.

Hardware.
Emil Brugger (W.) Specialty large saws, garden tools, etc.
Wittwe Engensperger (Imp. and W.) Yale locks, automatic door springs, American revolvers, etc.

Rorschach.

Household Articles.
Kaiser & Co. (W.) Glassware and kitchen utensils.
Joh, Müller. Wringers, tinware, etc.

Installation.
Carl Frei & Co. (W.) Sanitary plumbing, gas fixtures, porcelain bath tubs, etc.
Julius Ringer. Sanitary plumbing, gas and gas fixtures, electric wiring, etc.

Lumber.
Benz, Meisel & Co. Specialty hardwood.

Optical Goods.
Jos. Gindele. Opera glasses, field glasses, also small electric lamps and batteries.

Provisions and Canned Goods.
Bernhardt & Co. (W.) Swiss army contractors for all kinds of canned goods, especially canned meats.

Agents.
Ernst-Oswald Meyer. Shades, blinds and sashes.

CHUR.

Canton of Graubünden. Population, 12,409.

Leading Banks.
Graubündener Kantonal Bank.
Bank für Graubünden.

Publishing and Advertising Agencies.
Haasenstein & Vogler.
Rudolf Mosse.

Antique Articles.
J. Storz. Old fashioned furniture, weapons, bric-a-brac, metal ware.

Apothecaries and Drug Stores.
Löwen Apotheke (W.) American medical soaps and patent medicines.
Rosen Apotheke (W.) American medical soaps and patent medicines.

Dry Goods Bazaars.
Benner, Söhne & Co. Ladies' dress goods of English and German manufacture, carpets, curtains, etc.
Herold, Veraguth Co. Ladies' suits and cloaks, men's furnishings.

Sanitary Plumbing.
J. Trabers Wwe. (W. I.) American bath tubs specialized, etc.
J. Willi & Sohn (W.)

Chur.

Builders and Contractors.
A. G. Baugeschaeft, vor. Ulr. Trippel. City contractors for buildings, sewerage.

Building Materials.
Kuoni & Co. Cement, iron rails, Portland and Grenoble cement, chalk, etc.
Ernst Schäder. Cement, iron rails, Portland and Grenoble cement, chalk, etc.

Brewing Establishment.
Rhätische Aktien Brauereien.

Galvanized Iron and Tinware.
Jos. Studach (W.)
J. Trabers Wwe.

Printers.
Manatschal, Ebner & Co. Printing of books and magazines in all languages.
Sprecher & Valer. Newspaper editors, publishers of Swiss hotel guides and job printers.

Dealers in Brushes.
Mahler & Co. Carpet sweepers, foreign, whisk brooms and fine brushes.

Hardware Dealers.
J. Weber (W. and I.) Specialty American tools, saws, axes, agricultural implements.
Schneller & Hemmi (W. and I.) American tools, razors, etc., partly through Hamburg agents.
Raray & Braun. Specialty ploughs and rakes, etc.

Porcelain, Glass and Kitchenware.
Mahler & Co. (W.) Cut glass, kitchen articles, bric-a-brac.
J. Brunold-Lendi. Cut glass, kitchen articles, bric-a-brac.
Emil Färber (W.) Chinaware, small table lamps, kitchen utensils, etc.

Gold and Silverware.
H. Huni. Gold and silversmith, watches, etc.
Gebr. Schellhaas. Matchboxes, watch fobs.

Dyeing and Chemical Cleaning Establishments.
Georg Hopf.

Kitchen Furnishings and Household Goods.
Coray & Braun (W.) All kinds of cooking apparatus and utensils.
Mahler & Co. (W. and I.) Importers of English cutlery.
Schneller & Hemmi (W.) Kitchen furniture, table lamps, etc.

Installation.
Licht and Wasser Werke der Stadt Chur. (W.) Contractors for the city installations.
August Moser (W.) Telephone installation.
Jos. Willi & Sohn. Electric light installation.
Fritz Huber. Water installation.
J. Trabers Wwe. (W.) Water installation.

Chur.

Butter and Cheese Dealers.
Albert Hauser & Co. (W. and I.) French and German cheese.
Simmen & Danuser (W.) French and German cheese.

Musical Instruments.
Julius Rich (W. and I.) German zithers, musical boxes, violins, etc.

Optical Goods.
Heinrich Huni. Opera and field glasses of French and German make.

Stationery Supplies.
B. Brauns Erben. Typewriter supplies, letter files, etc.

Photographers.
Lienhard & Salzborn. Scenic and etchings.

Groceries.
Theo. Domening (W. and I.) American canned goods, preserves, etc.
Wunderli & Müller (W.) American canned goods.

Agents.
B. Brauns Erben. American and continental typewriters.
Versell & Co. Agricultural implements, incl. American.
P. Vassella. Sewing machines and bicycles, also metal goods, incl. American.
B. Buchli. American and continental bicycles, only continental sewing machines.
A. Ghisletti. Pianos, French and German makes.

BASEL CONSULAR DISTRICT.

Embracing the cantons of Baselstadt, Baselland and Solothurn (Soleure); business language, German. French also employed, and universally understood. Official consular address: To the American Consulate, Basel, Switzerland.

The consular district of Basel apparently offers at this time no especial opportunities for doing American business. The electric tramway lines are being gradually extended into the surrounding country, partly by the city itself and partly by private corporations. The latter have made some effort through this consulate to obtain American rails at a lower price than that at which they are offered by German houses, but so far probably without success. But though no new demand for American goods, and particularly for manufactured articles, has arisen in this intensely industrial part of the world, there is always an eager demand here for our novelties and inventions. Our manufacturers who possess such articles can be sure of a ready market here at good prices, if they will take the pains and incur the expense of properly bringing them to the attention of the people personally or by expert representatives.

GEORGE GIFFORD,
Consul.

BASEL.

Population, 130,000.

Banks.

National Bank.
Basler Handelsbank.

Agricultural Implements.

Basler Droguerie Leonhard Bernoulli & Co. (Imp. and W.) 16 portation of American mowers, reapers, rakes; dealers in wood and other building material.
Arnold Gisiger (Imp.) Address: Neue Welt, bei Basel; importation of American agricultural machinery.

Agricultural Products.

Egli-Reinmann & Co. (Imp. and W.) 22 Wallstrasse. Cereals, importation of wheat from United States.

Boots and Shoes.

Adolph Bachthaler (Imp.) Gerbergasse 35. Dealer and importer from the United States.
Adolph Faessy (Imp.) 31 Freiestrasse. Manufacturer of boots and shoes, importation from the United States.
Andreas Gessler (Imp. and W.) 7 Rheinweg. Dealer in imported wares, American and American style shoes.

Druggists and Druggists' Sundries.

Basler Droguerie Leonhard Bernoulli & Co. (Imp and W.) 16 Hochstrasse. Dealers in pharmaceutical and technical drugs and druggists' material.
Bohny, Hollinger & Co. (Imp. and W.) 6 Clarastrasse. Drugs, oils, spirits; import American oils, petroleum, vaseline and proprietary medicines.
A. Ziegler & Co. 8 Leonhardsgraben. Drugs, sundries and colors.

Dry Goods.

Magazine zum Wilden Mann. Wool, cotton, silk and velvet tissues, furnishing goods, ready made clothing for women and children.
Sandreuter & Lang. Carpets.
Seidenhaus Hoch. Silk fabrics and articles.
R. Sutter Fils. Wool, cotton, silk tissues and fancy goods.

Hardware, Iron and Steel.

Affolter, Christen & Co. (Imp. and W.) 160 Dornacherstr. Iron and steel, manufacturers and dealers in stoves; American oil stoves.
Baer & Co. Dealers in iron and metals.
G. Kiefer & Co. (Imp. and W.) Hardware and tools, glass, porcelain, small household and other machinery. Indirect importation of American pressed glass and chopping machines; stoves.
E. Muery & Co. Small hardware, mercery, toys.
Gebr. Roechling (Imp. and W.) Iron, metals and coal.
J. W. Sandreuter (W.) 31 Sommergasse. Domestic machinery.
Hans Schneeberger & Co. (Imp.) All kinds of hardware and tools, household and kitchen articles, oil stoves, tinsmith and blacksmith ware, mounting for buildings and furniture; importation of American tools.
Scheuchzer & Co. (Imp.) All kinds of hardware and tools, household and kitchen articles, oil stoves, imports American tools through German houses.
Ernst Schoch (Imp.) Dealer in iron, steel and iron wares.
E. Strahm, 38 Greifengasse. Iron ware, tools, stoves.

Basel.

Furnishing Goods.

Georg Frankenbach. Men's furnishing goods.
Kuebler Soehne. Men's furnishing goods.
Gust. Metzger. Men's furnishing goods.

Groceries and Provisions.

E. Christen (Imp. and W.) Fine groceries and provisions (delikatessen, comestibles), wine, liqueurs, importer of American preserved fruits.
Gebr. Clar (Imp. and W.) Fine groceries and provisions, wine, liqueurs, importer of American preserved fruits.
Gerwig, Herker & Co. (Imp. and W.) Lard, ham, meats, canned goods; agent of American packers.
Fried. Glaser Soehne (Imp. and W.) Fish, game, poultry, canned fruit, comestibles.
Groener & Co. (Imp. and W.) Importers of American meats, lard, preserved meats and fruits.
S. Levaillant & Co. (Imp. and W.) Coffee, provisions, groceries, wine, spirits.
J. C. Meyer's Wittwe & Co. (Imp. and W.) Spirits, groceries, agents for meat products and canned fruits.
Preiswerk Soehne (Imp. and W.) Groceries and provisions.
Verband Schweiz Konsumvereine (Imp. and W.) Meats, provisions, groceries, household articles and small machines of every description.

Leather and Hides.

Ed. Baumgartner (Imp. and W.) 8 Steinenvorstadt. Leather, shoemakers' tools and sundries, specialty of boot legs.
Im Hof & Schaefer, 39 Gerbergasse. Dealers in leather, belts and tanning material.
Schmoll Fils & Co. (Imp. and W.) Dealers and exporters of hides and skins. Export to United States.

Lumber and Building Material.

Erzer & Thuering (Imp. and W.) Dreispitz. Importers of American agricultural machinery and lumber; cement.
Koch & Co., 66 Reinacherstr. Dealers and agents in asphalt, cement, wood paving and beton.
Adam Messerschmidt (Imp. and W.) Importer and dealer in lumber.
Henri Rieber, 41 Aeschenvorstadt. Dealer and agent in cement, gas and water fittings.
Adam Scity, Kleinhueningen bei Basel. Importer of American lumber.
Emil Siebert & Co., 131 Clarastrasse. Dealers in building materials.

Motor Vehicles, Bicycles, Parts and Supplies.

Karl Bea, jr., Muelhauserstr. Dealer in motor vehicles and music boxes.
André Dewald, 23 Steinenvorstadt. Bicycles, sewing machines, knitting machines.
Emil Kapp, 9 Schuetzenmattstr. Bicycles, household articles.
A. Klessen, 102 Austrasse. Dealer in motor vehicles; repair shop.
Reinholt & Christie, 59 Elsaesserstr. Dealers in motor vehicles; carriage builders.
H. Roeth, 12 Baeumleingasse. Dealer in bicycles, sewing machines and supplies.
C. Schlotterbeck, 45 Steinenring. Motor vehicles, bicycles; repairs.
Aug. Wagner & Brinks, 128 Elsaesserstr. Dealers in automobiles; repairs.

Basel.

Musical Instruments.

Robert Hegar, 3 Steinenberg. Pianos, organs and other musical instruments; printed music; phonographs, American pattern.
O. Hegar, 7 Baeumleingasse. Sale and rent of pianos.
Hug & Co. Music and musical instruments of all kinds; phonographs.

Office Furniture and Supplies.

Buchmann & Waldemeyer, 63 Steinenvorstadt. Stationers, manufacturers of paper, American office furniture.
O. Dallwigk, 25 Kohlenberg. Stationery, American office furniture.
Samuel Fischer. Stationery, office furniture and supplies; American desks.
Henri Welti (Imp. and W.) Office furniture and supplies. Importation from United States.

Oils, Fats and Oleomargarine.

E. Beutel, 77 Elisabethenst. Oleomargarine, malt.
Gerwig, Herker & Co. (Imp. and W.) American imports.
Im Hof & Schaefer, 39 Gerbergasse. Fats, oils, belts and tanning material.
Schabelitz & LaRoche, 16 Nonnenweg. Fats, chemical products.
Schweizerisches Oel-Importhaus A. Kaelin, Freiburgerst. 13. Importation of industrial and technical oils.

Rubber.

J. Wackendorf, 36 Freiest. Importation of rubber from the United States.

Stationers.

Bauler & Bauer, 22 Freiestr. Paper and office writing, painting and drawing articles.
Samuel Fischer. (See under office furniture.)
E. Muehlberg (W.) Paper, bookbinding.
Adolph Schmid (W.) Paper, bookbinding.

Tinsmiths or Plumbers (Spengler).

Fried. Barruschky. Tinware; gas, steam and water fittings; lamps.
Franz Eisinger. Tinware; gas, steam and water fittings; stoves, American oil stoves; lamps.
W. Fininger & Co. Gas heating apparatus, gas and water fittings, lamps.
G. Rutschmann & Son. Tinware, household articles, gas and water fittings, lamps.

Upholsterers.

A. Ballie. Dealer in decorative articles, wall paper, oriental carpets; manufacturer of furniture.
F. Brenner. Decoration, wall paper, furniture.
W. Wirz-Wirz. Wall paper, window shades.

Variety Stores or Bazaars.

S. Knopf.
"Globus."
Gebr. Loeb Soehne.

Watches, Clocks and Jewelry.

Dietrich & Co. Clocks, watches, jewelry, gold ware.
Guggenbuehl-Merian. Clocks, watches, jewelry.
R. Laurin. Clocks, watches, gold ware.
E. Senn. Watches, jewelry.

Basel.

SPECIAL AGENTS.

Building Material.

Daniel Kassewitz, 19 Ahornst. American lumber.
Koch & Co., 66 Reinacherst. Asphalt, cement, wood pavement.
Lenz & Co., 141 Johannsring. Sanitary articles.

Colors and Chemicals.

Emil Settelin & Co., 26 Leonhardsst.
J. H. Wolfensberger & Co., 20 Johannsring.

Cotton, Raw.

Geering & Co., 6 Aeschengraben 6.
Fr. Meerwein, 14 Albanvorstadt.
Merkle & Co., 2 Falknerstr.
William Speiser, 40 Aeschenvorstadt.

Leather.

Paul Pickard, 3 Kuechengasse. American Leather Co.
L. Sommer, 8 Lohweg.

Machinery and Parts of Machinery.

Oscar Cappis, 30 Moersbergerst.
Erzer & Thuering, "Dreispitz."
C. Gemuseus-Herr, 55 Grellingerst.
J. W. Sandreuter, 31 Sommergasse.
J. Schlumberger, 34 Delsbergerst.
Ernst Staehelin-Linder, 51 Aeschenvorstadt.

Provisions and Groceries.

J. Von Brunn, 84 Freiestr.
Ernst Dreyfus, 35 Socinstr.
Casimir Meyer, 30 Steinenthorst.
Emil Settelin & Co., 26 Leonhardsst.
J. Stupanus Sohn, 60 Claragraben.

Sewing Machines.

André Dewald, 23 Steinenvorstadt.
Emil Spiess, 10 Steinenvorstadt.
Otto Stoekle, 33 Klybeckstr.

Writing Machines.

Oscar Cappis, 30 Moersbergerst.
Samuel Fischer, 9 Freiestr.
Henri Welti, 1 Steinenberg.

SOLOTHURN (SOLEURE).

Population, 10,025.

Banks.

Kantonalbank.
Volksbank.

Bicycles.

Ad. Baumann.
Bregger & Co.
C. Ott.

Solothurn (Soleure).

Boots and Shoes.

E. Brauschi.
Heilinger-Roth.
A. Locher-Haefelin.
J. Sauer-Bienz.

Druggists and Druggists' Sundries.

F. Buenzlig Wwe. (W.) Drugs, colors, provisions, fats, oils, canned goods.
P. Gloess, St. Urs-Apotheke (W.) Drugs, chemicals, proprietary medicines, mineral waters.

Grain.

Alfred Witmer. Grain, flour.

Groceries and Provisions.

Augustin-Probst (W.) Provisions and groceries.
F. Buenzlig's Wwe. (W.) Canned meats.
Caroline Affolter. Provisions, canned goods.
Menagere in Solothurn. Co-operative society.
Oetteli & Co. (W.) Groceries and provisions.
H. Scherer (W.) Groceries and provisions.
Konsumgenossenschaft. Provisions, groceries, household articles.

Household and Other Furniture.

E. Fuerst. Furniture, beds.
Wilh. Wagner-Teuscher. Beds, furniture.
E. Wirz. Furniture, wall paper, decoration.

Hardware.

C. Bauholzer. Small and shelf hardware, glass, porcelain, household utensils.
L. Chicherio. Household wares and agency.
Georg Meister (W.) Steel ware of all kinds.
C. Ott. Small and shelf hardware.
Bregger & Co. Hardware and machinery.
L. Steuder-Reinert. Hardware and household articles.

Motor Vehicles.

Robert Vogel-Gamohn. Automobiles, electrical apparatus and machinery.

Stationers.

Alfred Wyss. Stationery, office supplies.

CONSULAR DISTRICT BERNE.

The consular district of Berne embraces the three Swiss cantons Berne, Fribourg and Neuchatel. The chief cities and towns are Berne, 75,000 inhabitants in the city proper, and 100,000 with surrounding communities; Chaux de Fonds, the center of the Swiss watch industry, 42,000; Biel, 28,000; Neuchatel, 24,000; Fribourg, 20,000, and Locle, 14,000.

Berne.

In the Cantons Fribourg and Neuchatel, French is spoken, and in the Canton Berne, German. Many firms understand English.

Financial ratings may be obtained from the banks at small cost.

American manufactured goods, such as farming implements, tools, machines, desks, office supplies, typewriters, cash registers, shoes, surgical instruments, etc., are sold in the Berne consular district, but the sale is necessarily limited by the size and population of the country. Several American firms manufacturing typewriters, agricultural implements and cash registers have their own representatives in either Zürich or Berne, and supply the trade directly. Many firms are represented by large houses in Germany, whose agents take orders in Switzerland. Some sell direct to the local dealers. Personal representation is to be preferred, but, when this is not possible, circulars and price lists should be in German or French, the measurements in the metric system, and the prices in francs. Long credits are generally required. Merchants here desire to have prices quoted f. o. b. at some European port rather than f. o. b. New York, as they can more easily compute the cost of landing the goods at Berne from Antwerp or Marseilles than from New York or any other American city. There is no prejudice against American goods.

JAS. JEFFREY ROCHE,
Consul.

BERNE.

Banks.

Schweiz. Volksbank.
Eidgenossische Bank.

Shoe Machinery, Shoe Findings, Leather.

Lüscher, Leber & Co. Dealers in leather and manufacturers of leather, shoe machinery and findings, tools, etc.

Boots and Shoes.

Carl Hoch. Fine Shoes. Dealer in American shoes. Open for American offers. Store well located on principal business street.
H. Schweinfurth. Boots and shoes of all grades. Principal business street. Deals in American shoes, but complains that shipments sometimes do not equal samples.
George Frères. Dealers in medium and low grade boots and shoes.
F. Furst. Custom bootmaker. Represents Hanan Shoe Co.

Berne.

Furniture, and Office Furniture.

Kaiser & Co. Largest stationery, office supply and furnishing house in this district. Wholesale and retail. Represents Bar-Lock typewriter, and fountain pen companies. Office furniture and supplies of all kinds. Novelties. Leather goods and knick-knacks. Understands English. Sells American office furniture.

Schweiz. Moebelindustrie-Gesellschaft (Swiss Furniture Co.). Chief office in Lausanne. Berne office run by Mr. F. Welti-Heer. Furniture of all kinds, beds and mattresses, rugs, desks, office furniture, etc. President, G. Gaulis, Lausanne.

A. David. House furnishings of all kinds. Credit house. Mr. David is an American citizen.

F. Barfuss. Wholesale and retail furniture and carpet dealer. Manufacturing upholsterer.

Musical Instruments, Etc.

R. Muller-Gyr. Pianos, organs, musical instruments, sheet music, musical library. Interested in American organs, harmoniums, etc.

W. Bestgen. Dealer in stringed and wind instruments.

F. Pappe-Ennemoser. Pianos and organs. Interested in harmoniums. Rents pianos.

Surgical and Sanitary Goods, Etc.

Sanitatsgeschaft M. Schaerer. Branches in Brussels, Berne and Lausanne. Dealers and manufacturers of surgical apparatus, sanitary goods, optical goods, etc., of all kinds. Interested in American goods.

Felix Schenk. Sanitary and surgical goods, artificial limbs.

G. Klopfer. Surgical appliances, sanitary goods, etc.

Office Supplies.

Kaiser & Co. Largest stationery, office supply and office furniture dealers in this district. All kinds of office supplies, novelties, leather goods, art goods. Represent the Bar-Lock typewriter. (See above under Furniture list.)

F. B. Brungger-Wymann. Stationery, office supplies, calculating machines, fountain pens. Specialty of Chinese and Japanese wares.

G. Kollbrunner. Supplies and office stationery.

Smith-Premier Typewriter Co. Branch of the American company. Office supplies, stationery, typewriters.

Yost Typewriter Co. Branch of American company. Office supplies, etc.

Machine Tools.

Gerber & Schwaller. Manufacturers, dealers and agents. Woodworking and factory machines, transmission machinery, lathes, etc. Interested in American goods.

Joho & Co. Heavy tools, machine tools, heavy hardware, shelf hardware, etc. Interested in American goods.

Kuenzi & Co. Tools of precision, fine tools.

Hardware, Tools, Household Machines, Etc.

Christen & Co. Light and heavy hardware, domestic machines, cooking stoves, gas stoves, kitchen furnishings, garden and bench tools. Interested in American goods, novelties, etc.

Joho & Co. (See above under Machine Tools.)

Theodore Meyer. Hardware, lamps, porcelain, glass and stoneware for household purposes. Lawn mowers, washing machines, etc. Interested in American goods.

Berne.

Hardware, Tools, Household Machines, Etc.—Continued.

Ed. Hopf. Builders' hardware, screws, bolts, nails, mechanics' tools.

Kiener & Hager. Builders' hardware and tools, door checks, metal for building purposes, etc.

Otto Zaugg. Tools and machine tools, whetstones, shelf hardware.

Cutlery.

E. Gschwind. Cutlery of all kinds, safety razors, mechanical novelties, toy rifles, etc.

Schaerer & Co. Cutlery of all kinds. Same firm as above under Surgical and Sanitary Goods.

Christen & Co. Same firm as above under Hardware.

Canning Machinery.

E. Siegrist-Gloor. Canmakers, canning machinery, tin boxes. Also lamps and light household articles.

Glassware, Lamps, Etc.

G. Lauterburg. Glass and porcelain ware. Household utensils.

R. Steiger-Zoller. Porcelain and stoneware. Wholesale and retail. Lamps. Glassware. Vases, ornamental and practical glassware of all kinds.

Plumbing Supplies, Hot Water Heating, Pipes, Etc.

J. Brunschwyler. Contractor and dealer. Installation of water and heating plants. Cement pipes. Canalization. Plumbing supplies of all kinds.

J. Weber. Contractor and dealer in plumbing supplies. Iron fountains, Cornices, builders' metal, etc.

J. H. Pfeifer. Building contractor. Plumbing installation.

G. Rieser. Builder, architect, contractor. Heating and plumbing installation. Cement goods.

Central Heizungs Fabrik, Ostermündigen. Hot water and steam heating plants. Agents for the American Radiator Co. Also boilers, mouldings, brass, iron, etc.

Department Stores.

Loeb Brothers.

S. Knopf, Gutmann, successor.

Photographic and Optical Goods.

F. Buchi & Son. Optical and photographic goods. Scientific instruments.

Bischausen Brothers. Photographic and optical goods. Repairers of scientific instruments.

Pfister & Streit. Scientific instruments. Dealers and manufacturers.

Agricultural Machinery and Implements.

Fritz Marti Co. Machines of all kinds, dairy and cheese-making machines. Building machinery, material and supplies for metal and machine industry; commission house and agent for electrical and water works, railroad machinery, building material, etc., etc.

Gebruder Stalder. Main office in Oberburg; store rooms in Berne, Belpstrasse 26. Machines, implements. Dealers and manufacturers.

Joho & Co. Same firm as under Hardware. (See preceding page.)

Berne.

Machinery.

Fritz Marti Co. (See preceding page.)
Winkler, Fallert & Co. Agents for printing presses and machines for printing trade.
E. Bernheim-Vogeli. Agent for industrial and agricultural machines.
Alfred Ramseyer. Agent for bookbinders' machinery.
Telegraphen Werkstatte, G. Hasler. Electrical apparatus, telephones, telegraph instruments, electric clocks, etc. Factory and dealer.
Burger & Heimlicher. Sewing machines, machines for domestic economy.
Singer Sewing Machine Co. Agents for the Singer Co.
Emil Maurer. Automobiles, bicycles, sewing machines, etc.
Ernst Keller. Automobiles, bicycles, sewing machines, etc.
Merkur Import Co. Automobiles, phonographs, bicycles, novelties, photographic goods, safes, copying apparatus, fancy goods, etc. Wholesale and retail.
Giesserei Bern. (Foundry, Berne.) Branch of the Ludwig von Roll Iron Works in Solothurn. Iron and other metal castings. Construction of and dealers in railroad supplies, cranes, derricks, factory supplies.
Gerber & Schwaller. See above under Machine Tools.
Luscher, Leber & Co. See above under Shoe Machinery.
E. Schilling. Representing the National Cash Register Co.

Industrial Oils.

Gebruder Weibel (W. and R.)
G. Kupfer (W. and R.) Oils and fats.
Lanz & Co. Lubricating and other oils and fats.
A. Peyer. Lubricating and other oils and fats. Also leather belting.

Edible Oils.

Karl Reinhard. Edible oils, colonial goods. Agencies wanted.
A. Bindschedler-Hirter. Agent. Edible oils, oil cakes, forage. See also under Wholesale and Retail Grocers.

Grocers: Colonial Goods.

Lebensmittel Aktienges (Food Co.), Berne, formerly J. Sommer. Meats, oils, groceries of all kinds. Represents Armour & Co. (W. and R.) American specialties.
Ludwig & Gaffner. Fish, meats, canned goods, American specialties. (W. and R.) Hotel trade.
Hans Steinegger (W. and R.) Groceries, canned goods, meats. Interested in American representation.

Drugs, Pharmaceutical Goods.

Haaf & Co. (W. and R.)
M. Vollenweider (W. and R.) Also paints and oils.
A. Horning (W. and R.) Drugs, pharmaceutical products.
Karl Blau (W. and R.) Paints, oils, drugs, fireworks.
Althaus & Co. (W.) Agents for drugs and chemical products.

Railroad Supplies.

The Swiss Federal Railways. Government railroad administration. The address is: Direktion der Schweiz. Bundesbahnen, Berne.

Berne.

Electrical Supplies.

Elektrizitatswerk Berne. City electric light works, owned and operated by the commune of Berne.
Telegr. Werkstatte. G. Hasler. See above under Machinery.
Vereinigte Kander und Hagneck Werke. Owns electric light plants in various parts of the country. Dealers in heating and lighting plants, electric irons, cooking utensils, etc.

Fire Extinguishers.

H. Von Steiger & Co.
Karl Burki-Rey.
Christen & Co. Same firm as above under Hardware.

BIEL.

Biel is the German name, and Bienne the French name of a town of 28,000 inhabitants, twenty miles northwest of Berne. The chief industry of the place is watchmaking.

Banks.

Branches of the Kantonal Bank of Berne.
The Volksbank of Berne.

Office Supplies.

J. Muller (W.) Stationery and small supplies.
O. Stotz.

Hardware, Tools, Etc.

Courvoisier & Notz. Steel, metals, tool machines, tools, hardware.
E. Sigwart. Household goods and hardware, glassware, porcelain. Tools.

Surgical Goods.

O. Schorer. Surgical instruments, orthopedical goods, etc.

Furniture.

Schweiz. Mobelindustrie-Gesellschaft. Branch of firm mentioned under Berne.
C. F. Daley.
Hess Freres.
B. Georges.

Plumbing Supplies.

E. Parli & Co. Plumbing supplies, water and heating installation.

Musical Instruments.

H. Jakobi-Burger. Pianos, harmoniums, organs.

Building Material, Contractors, Machinery.

Romer & Fehlbaum.
Gebruder Schneider.
A. Wyss & Son.

Shoes.

Ludwig Frères & Co.

FRIBOURG.

Fribourg is the capital of the Canton Fribourg, 20,000 inhabitants, nineteen miles southwest of Berne.

Banks.
Cantonal Bank of Fribourg.
Volksbank of Berne.

Automobiles and Supplies.
G. Stucky. Automobiles, bicycles, firearms.

Furniture.
M. Picard Fils. Furniture, carpets, house furnishings.

Office Supplies, Etc.
J. C. Meyer. Office supplies, school furniture, toys.
Vve. Ph. Meyll. Stationery and office supplies.

Shoe Findings.
O. Villiger. Shoe findings, leather.

Shoe Dealer.
J. Dossenbach. Shoes of all kinds.

Hardware, Tools, Etc.
Schmid, Bauer & Co. Iron, metals, hardware, tools.

Contractors, Builders, Etc.
Anselmeier & Co. Building material, builders' machinery, etc.

Agricultural Goods and Implements.
J. Comte, Agent.

NEUCHATEL.

Neuchatel, 24,000 inhabitants, is the capital of the Canton of Neuchatel, and located 25 miles west of Berne, on the northeastern end of the Lake of Neuchatel.

Banks.
Cantonal Bank of Neuchatel.
Commercial Bank of Neuchatel.

Electrical Goods.
Payer, Favager & Co. Manufacturers and dealers in electric appliances, telegraphic and telephonic instruments, etc.

Shoes.
Hurni & Co. Dealers in all kinds of boots and shoes.

Shoe Findings, Etc.
A. Devaud & Co.
E. Jeanmonod. Findings, leather.

Neuchatel.

Furniture.
Decoppet & Reymond. Furniture, house furnishings.

Office Supplies.
J. Bickel-Henriod. Dealers and agents. Stationery, office supplies.
E. Mieville. Office supplies, machines, typewriters, etc.

Surgical Instruments, Etc.
J. Schmid-Liniger.
Marie Reber.

Hardware, Tools, Etc.
Schurch, Bohnenblust & Co. Interested in American goods, metals, machines, industrial machines, agricultural goods, hardware and tools, etc.

Building Machinery, Contractors, Etc.
Hammer & Co. Builders, contractors, building machinery, elevators, builders' supplies, etc.
P. Matthey & Co. Builders, contractors, building machinery, elevators, builders' supplies, etc.
Colin & Couvert. Builders, contractors, building machinery, elevators, builders' supplies, etc.
A. Rhchner. Builders, contractors, building machinery, elevators, builders' supplies, etc.

CHAUX DE FONDS.

Seat of the Swiss watch industry, 43 miles west of Berne in the Canton Neuchatel, near the border line between Switzerland and France.

Banks.
Cantonal Bank of Neuchatel, Chaux de Fonds branch.
Federal Bank.

Office Furniture, House Furniture, Carpets, Etc.
G. E. Augsburger. Furniture. Decorator.
Ch. Gogler. Furniture. Decorator.
Bachmann Fréres. Branch of firm in Travers.

Stationery, Office Supplies, Etc.
F. Delachaux-Guirnaud. Stationery, office supplies.
E. L. Phillips. Stationery, office supplies. Agent for American goods.
H. & P. Courvoisier.
Haefeli & Co.

Boots and Shoes.
Veuve Baumann.
Jean Baltera.
Von der Arx & Soder.
Ch. Wagner.
G. Tuscher. (Also manufacturer.)

Shoe Findings.
E. Leuzinger. Shoe findings, leather.

Chaux de Fonds.

Hides, Leather.
Hegi-Weber.

Druggists, Chemical Supplies, Etc.
Perrochet & Co. Chemical products. Manufacturers and dealers. Paints, oils, etc.
J. B. Stierlin. Druggist.
Paul Weber. Supplies, chemicals, industrial oils.

Musical Instruments, Pianos, Organs.
F. Perregaux.

Rubber Goods, Sanitary Articles.
H. Ducommun.
J. Lonstroff.

Hardware, Tools, Etc.
C. Matthey-Doret, 70 Rue Leopold Robert. Tools, American machines, watch-making tools, hardware.
Veuve de Jean Strubin. Hardware, metals, household goods and tools.
G. Nussle.
G. du Bois.
A. & W. Kaufmann. Metals, ironware, hardware, all kinds.

Plumbing Supplies, Etc.
H. Wieland & Co. Water and heating installation. Gas stoves, plumbing supplies of all kinds.

LOCLE.

A town of 14,000 inhabitants, five miles southwest of Chaux de Fonds; chief industry, watchmaking.

Banks.
Banque du Locle.
Du Bois & L'Hardy.

Furniture for Offices, Houses, Etc.
J. Gugger.
C. Pisoli.

Stationery and Office Supplies.
Louisa Bock.
Librarie Nationale, Courvoisier.

Machine Tools.
Breguet & Freres. Manufacturers and dealers.

Oils, Fats, Chemical Products.
Burrmann & Co. Manufacturers and dealers in oils and fats for industrial purposes, chemical products, etc.

Boots and Shoes.
A. Bardone.
Alfred Droxler.
A. Muller.
L. Perrelet.
F. Raus Fils.

Locle.

Hardware, Tools, Etc.
C. Matthey-Doret. Tools, hardware. Interested in American goods.
E. Salm.

Builders, Contractors. Interested in building material, technical machines for buildings, etc.
J. Baratelli.
Oesch et Rossier.

GENEVA CONSULAR DISTRICT.

Embracing the cantons of Geneva, Vaud and Valais; business language, French; official consular address: To the American Consul, Geneva, Switzerland.

On several occasions, this consulate advocated and is now advocating the establishment in this city of branch offices or shops of solely American products or manufactures, such as boots and shoes, meat preserves, dried fruits, whiskies, motor runabouts, tool machinery, agricultural machines, sewing machines, cash registers, labor-saving devices, groceries, and advertise them extensively. If Americans earnestly desire to extend their trade in this part of the country, they must be prepared to spend some money at first; they also must send a few American commercial travelers with knowledge of the French and German languages. These should, whenever possible, carry with them samples for exhibition, and visit all important firms in this district. It will also in all probability be necessary to comply with the credit system (2 or 3 months net or 1 month with 2% or 3% discount), use the metric system of weights and measures, and mention prices in francs for articles delivered in bond; Geneva, for instance.

A great variety of goods is sold under the mention "American shape," "American pattern," "American fashion," or with American names; boots and shoes especially, also roll-top desks, typewriter supplies, cash registers (there is no shop or agent for the latter in Geneva). American tools and machinery are in high esteem and are widely used here.

Catalogues and price-lists, especially those printed in the English language, are of very little value to the Swiss dealers, who are called upon by agents and representatives of European business houses and manufacturers.

Geneva Consular District.

For motor cars and boats, it would be advisable, even necessary, to make a first show of importance at the spring annual Swiss Exposition, which takes place under the supervision of the "Swiss Automobile Club" in Geneva.

A successful motor runabout manufacturer and a pleasure craft manufacturer should combine in the establishing of a showroom in Geneva, with a workshop, and enough of duplicate parts for replacing defective or worn out pieces at once, if necessary.

It must be borne in mind that it will not be an easy task to introduce American goods here, greatly liked as they should or might be, since so much depends on taste and price, and on the fact that such a variety of goods is obtainable right on the spot from various sources, especially German.

FRANCIS B. KEENE,
Consul.

GENEVA CITY.

Population of City with Plainpalais, Eaux-Vives, Carouge, Petit Saconnex, 116,387.

Banks.

Banque Nationale Suisse.
Banque de Geneve.

Agricultural Implements.

L. Belz & Co. (Imp., W. and R.) Plows, mowers, farm apparatus and machinery, especially for hay and corn.
M. Capoduro (Imp., W. and R.) Plows, mowers, farm apparatus and machinery, especially for hay and corn.
A. Jeantin (Imp., W. and R.) Dairying machinery, incubators, pumps, fruit and wine press.
A. Zimmerlin (Imp. and R.) Dairying machinery and tools.
C. J. Mégevet & Co. (Imp. and W.) Miscellaneous farm and machinery tools.
Noverraz, LeCoultre & Co. (W. and R.) Miscellaneous farm and machinery tools.
Odier & Co. (W. and R.) Miscellaneous farm and machinery tools.
J. H. Baud & Co. (Imp., W. and R.) Miscellaneous farm and machinery tools; sell German, Swiss, American and English tools.
J. Hussy & Co. (W. and R.) Reaping hooks, scythes, sickles.

Hardware.

G. E. Reymond (Imp. and R.) Tools and materials for watchmaking, jewelers.
J. Schwarzenbach (Imp. and R.) Small machinery and tools, files and gravers, nails, screws, cutlery, axes, saws, water cans, hooks, house and garden and kitchen tools and utensils.
Forestier & Co. (Imp. and R.) Small machinery and tools, files and gravers, nails, screws, cutlery, axes, saws, water cans, hooks, house and garden and kitchen tools and utensils.

Geneva.

Hardware—Continued.

Noverraz, LeCoultre & Co. (Imp. and R.) Small machinery and tools, files and gravers, nails, screws, cutlery, axes, saws, water cans, hooks, house and garden and kitchen tools and utensils.
Reymond Frères & Co., 3 Rue Petitot (Imp. and W.) Tools, materials for dentistry.
Chevallier & Mees (Imp. and W.) Swiss and German stoves, kitchen ranges, stoves of American patterns.
Cie. des Mines de la Mure (Imp. and R.) Swiss and German stoves, kitchen ranges, stoves of American patterns.
Calorie, Rue de l'Est (Imp., W. and R.) Steam and hot water radiators.
Darier & Schneider (Imp., W. and R.) Gas stoves and kitchen ranges (German articles), water and gas piping.
A. Bomet & Co. (Imp., W. and R.) Gas stoves and kitchen ranges (German articles), water and gas piping.
Grunholzer & Co. (Imp., W. builders and R.) Gas stoves and kitchen ranges (German articles), water and gas piping.
Louis Grasset (Imp. and R.) Water and gas pipes, bath tubs, gas heating, bath apparatuses, sanitary articles.
A. Bornet & Co. (Imp. and R.) Water and gas pipes, bath tubs, gas heating, bath apparatuses, sanitary articles.
L. V. Brolliet Fils (Imp. and R.) Water and gas pipes, bath tubs, gas heating, bath apparatuses, sanitary articles.
Darier & Schneider (Imp. and R.) Water and gas pipes, bath tubs, gas heating, bath apparatuses, sanitary articles.
H. Henny & Fils (Imp. and R.) Water and gas pipes, bath tubs, gas heating, bath apparatuses, sanitary articles.
L. Magnin (Imp. and R.) Water and gas pipes, bath tubs, gas heating, bath apparatuses, sanitary articles.
Eug. Dupont (Imp. and R.) Water and gas pipes, bath tubs, gas heating, bath apparatuses, sanitary articles.
J. Jacottet (Imp. and R.) Extinguishers.
H. de Steiger & Co. (Imp. and R.) Extinguishers.
Ad. Schiess (Agent). (Supplies the city and other local municipalities.) Extinguishers.
Fiore & Otz (Builders and Imp.) (Supply miscellaneous local offices.) Iron and brass bedsteads.
Eugene Weber (Imp., W. and R.) Iron and brass bedsteads.
Mottu & Julliard (Imp., W. and R.) Iron and brass bedsteads.
Weber, Collart & Co. (Imp., W. and R.) Iron and brass bedsteads.
Old England (Imp., W. and R.) Iron and brass bedsteads.
Renaud & Clermont (Imp., W and R.) Chinaware, glassware, copper and tin fancy goods, house and kitchen specialties.

Machinery.

J. Lambercier & Co. (Imp. and W.) Large wholesale firm importing German and American machinery of every description or kind, also lubricating and other oils.
Emile Perrot (Imp. and W.) Oils for machinery, leather straps, metal pipes and taps, nozzles, hose.
Fornerod & Heberle (Imp. and W.) Oils for machinery, leather straps, metal pipes and taps, nozzles, hose.
O. Oesch (Imp. and W.) Tools.

Motor Vehicles, Parts and Supplies.

Perrot, Duval & Co. (Imp.) Motor cars of French, German and Italian makes.

Geneva.

Motor Vehicles, Parts and Supplies—Continued.

L. Ansermier (Imp.) Motor cars of French, German and Italian makes.
E. Kubler (Imp.) Motor cars of French, German and Italian makes.
Garage Moderne (Imp.) Motor cars of French, German and Italian makes.
Garage des Eaux-Vives (Imp.) Motor cars of French, German and Italian makes.
H. Firmenich (Imp.) Motor cars of French, German and Italian makes.
A. Ladermann (Imp. and W.) Parts and supplies for motor cars and bicycles.
A. Van Leisen Fils & Co. (Imp. and W.) Parts and supplies for motor cars and bicycles.
P. Buchet (Imp. and W.) Pneumatics and tires.
C. Chapuis (Imp. and W.) Pneumatics and tires.
C. Megevet & Co. (Imp. and W.) Builders and dealers in automobile radiators.
L. Trub & Co. (Imp.) Motor and other boats.
Cie. des Mouettes Genevoises (Imp. and builders.) Motor and other boats.

Typewriting Machines (Parts and Supplies).

G. Goujon (Imp.)
Dactyle Office (Imp.)
L. Blattner-Robert (Imp.)
The Smith Premier, the Yost, the Columbia Bar-Lock, the Hammond, the Blickensdorfer, the Remington, all have agencies in Geneva.

Stationers.

G. Chanal (Imp. and W.) Paper of all kinds.
Druz & Warnery (Imp. and W.) Paper of all kinds.
A. Husson (Imp. and W.) Paper of all kinds.
L. E. Schaufelberger & Fils (Imp. and W.) Paper, writing articles, fountain pens, ink, letter files, registers and account books, visiting and illustrated cards, school supplies, photographs, drawing articles.
Briquet & Fils (Imp., W. and R.) Paper, writing articles, fountain pens, ink, letter files, registers and account books, visiting and illustrated cards, school supplies, photographs, drawing articles.
Robert Frères (Imp., W. and R.) Paper, writing articles, fountain pens, ink, letter files, registers and account books, visiting and illustrated cards, school supplies, photographs, drawing articles.
Lagier Frères (Imp., W. and R.) Paper, writing articles, fountain pens, ink, letter files, registers and account books, visiting and illustrated cards, school supplies, photographs, drawing articles.
Bachofen & Brugger (Imp., W. and R.) Paper, writing articles, fountain pens, ink, letter files, registers and account books, visiting and illustrated cards, school supplies, photographs, drawing articles.

Scientific and Other Instruments.

Société Genevoise d'Instruments de Physique. Builders and dealers in scientific instruments.
Compagnie Vega, Rue Versonnex. Builders of the "Telephot Vega."

Office and Furniture Supplies.

M. Jaussky, 25 R. de Rive (Imp.) Office desks, stools, writing tables, rolling desks, revolving arm chairs (American pattern). (See also Stationers.)

Geneva.

Office and Furniture Supplies—Continued.

Mottu & Julliard (Imp.) Office desks, stools, writing tables, rolling desks, revolving arm chairs (American pattern). (See also Stationers.)
E. Dallwick (Imp.) Office desks, stools, writing tables, rolling desks, revolving arm chairs (American pattern). (See also Stationers.)

Lumber and Building Materials.

E. Stephani (Imp. and W.) Timber and lumber of American, Swiss and Austrian origin, planks, boards, etc.
Jos. Berthoud (Imp. and W.) Timber and lumber of American, Swiss and Austrian origin, planks, boards, etc.
Cartier Frères (Imp. and W.) Timber and lumber of American, Swiss and Austrian origin, planks, boards, etc.
Voirier & Co. (Imp. and W.) Timber and lumber of American, Swiss and Austrian origin, planks, boards, etc.
Baeriswyl & Peloux (Imp. and W.) Timber and lumber of American, Swiss and Austrian origin, planks, boards, etc.

Oils, Fats, Oleomargarine.

F. Dorcier & Boulens (Importers and crushers.) Sesame, walnut, poppy, peanut, linseed, cottonseed oil.
Bulliot & Burnand (Importers and crushers.) Sesame, walnut, poppy, peanut, linseed, cottonseed oil.
A. Vassali, Eaux-Vives (Imp. and W.) Mineral oils and fats, linseed oil, turpentine.
J. Lambercier & Co. (Imp. and W.) Oils and fats for machinery and carriages, mineral oils, vegetable and animal fats.
Société Co-operative Suisse de Consommation (Imp.) Mineral oils, benzine, petroleum.
Société Anonyme Petrolia (Imp.) Mineral oils, benzine, petroleum.

Druggists and Druggists' Sundries.

M. Uhlmann-Eyraud (Imp. and W. and Agt.) Pharmaceutical specialties.
Laboratoires Sauter (Imp. and W. and Mfr.)
Cartier & Jörin (W. and R.) Druggists' sundries.
Koller & Crochet (W. and R.) Druggists' sundries.
Leclerc & Gorin (W. and R.) Druggists' sundries.
H. Finck & Co. (Imp., W. and R.) American specialties.

Boots and Shoes.

Chamay, Burnet & Co. (Imp. and W.) Dealers in Swiss, French and German articles.
J. Monge & Co. (Imp. and W.) Dealers in Swiss, French and German articles.
H. Rinderknecht (Imp. and W.) Dealer in Swiss, French and German articles.
J. Guidez (Imp. and W.) Dealer in Swiss, French and German articles.
J. Scheurer & Fils (Imp. and R.) Dealers in Swiss, French, German, American boots; sell also European boots of American design and pattern.
F. Saam (Imp. and R.) Dealer in Swiss, French, German, American boots; sells also European boots of American design and pattern.
F. J. Parkos (Imp. and R.) Dealer in Swiss, French, German, American boots; sells also European boots of American design and pattern.

Geneva.

Boots and Shoes—Continued.

Aug. Knoll (Imp. and R.) Dealer in Swiss, French, German, American boots; sells also European boots of American design and pattern.
W. H. Nicholls (Imp. and R.) Dealer in Swiss, French, German, American boots; sells also European boots of American design and pattern.
F. Conti (Imp. and R.) Dealer in Swiss, French, German, American boots; sells also European boots of American design and pattern.

Bootmakers' supplies.

F. Dombre (Imp.) Shoe forms, polishers and dressings, laces, eyelets, rubber heels, etc.
M. Ehrsam-Ruegg (Imp.) Shoe forms, polishers and dressings, laces, eyelets, rubber heels, etc.
E. Cerrutti (Imp.) Shoe forms, polishers and dressings, laces, eyelets, rubber heels, etc.
Ch. Mercier (Imp.) Shoe forms, polishers and dressings, laces, eyelets, rubber heels, etc.

Leather and Hides.

J. Guidez (Imp. and W.) Leather for shoes and other manufactures.
Laphin & Lolière (Imp. and W.) Dressers and dealers in hides and leather.
J. Johannot (Imp.) Leather for saddlery, saddlery articles, traveling articles.
Edouard Privat (Imp. and W.) Kid and roebuck leathers.
Charles Mercier (Imp. and W.) Leather and hides, material for shoemakers.

Groceries.

A. Imbert & Co. (Imp. and W.) Meat preserves, mostly American.
Coulin Frères (Imp. and W.) Colonial wares, coffee, wheat and corn, maize, chocolate, preserves of fruit, meat and vegetables, mineral, vegetable and animal oils.
Déléamont & Co. (Imp. and W.) Colonial wares, coffee, wheat and corn, maize, chocolate, preserves of fruit, meat and vegetables, mineral, vegetable and animal oils.
Francois Lachenal (Imp. and W.) Colonial wares, coffee, wheat and corn, maize, chocolate, preserves of fruit, meat and vegetables, mineral, vegetable and animal oils.
A. Rehfous & Co. (Imp. and W.) Colonial wares, coffee, wheat and corn, maize, chocolate, preserves of fruit, meat and vegetables, mineral, vegetable and animal oils.
Aug. Clément (Imp. and W.) Colonial wares, coffee, wheat and corn, maize, chocolate, preserves of fruit, meat and vegetables, mineral, vegetable and animal oils.
Binder, Fumet & Co. (Imp. and W.) Colonial wares, coffee, wheat and corn, maize, chocolate, preserves of fruit, meat and vegetables, mineral, vegetable and animal oils.
Jules Fontannaz (Imp. and W.) Colonial wares, coffee, wheat and corn, maize, chocolate, preserves of fruit, meat and vegetables, mineral, vegetable and animal oils.
Chantre & Wassmer (Imp. and W.) Colonial wares, coffee, wheat and corn, maize, chocolate, preserves of fruit, meat and vegetables, mineral, vegetable and animal oils.
Société Co-opérative Suisse (Imp.) Grocery articles.
Société Co-opérative Fidelité (Imp.) Grocery articles.

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Groceries—Continued.

H. Goujon (Imp. and R.) Retail groceries, dealing especially with fine home made and foreign articles.
Etienne Mottier (Imp. and R.) Retail groceries, dealing especially with fine home made and foreign articles.
Zanetta Frères (Imp. and R.) Retail groceries, dealing especially with fine home made and foreign articles.
Isaac Dunant (Imp. and R.) Retail groceries, dealing especially with fine home made and foreign articles.
L. Pascalis, Rue du Prince (Imp. Agent.) Dried fruits and vegetables, Colonial wares, mineral oils, vegetable oils.
M. Poggi, Rue R. Estienne (Imp. Agent.) Dried fruits and vegetables, Colonial wares, mineral oils, vegetable oils.

Tobacco Leaves.

Fleischbein & Co. (Imp. and W.) Manufacturers of cigars and chewing, smoking and snuff tobacco.
Alf. Peillonnex, Chêne-Bourg (Imp. and W.) Manufacturer of cigars and chewing, smoking and snuff tobacco.
J. Perreard, Chêne-Bourg (Imp. and W.) Manufacturer of cigars and chewing, smoking and snuff tobacco.

Sewing Machines.

Jules Galé (Imp.) Sewing machines and parts; sewing materials.
C. Wichmann (Imp.) Sewing machines and parts; sewing materials.
Otto Weber (Imp.) Sewing machines and parts; sewing materials.
John Roussy (Imp.) Sewing machines and parts; sewing materials.
The Singer Sewing Machine Co. has a branch office in Geneva.

Baby Carriages, Lawn Swings, Toys, Etc.

Och Frères (Imp., W. and R.)

Pianos, Organs, Music Instruments.

Charles Berguer (Imp. and R.)
Ybloux & Fils (Imp. and R.)
A. G. Dubach & Co. (Imp. and R.)
Rotschy & Fils (Imp. and R.)

Photographic Supplies.

Louis Stalder (Imp.)
Comptoir Suisse de Photographie (Imp.)
Jos. Bressler (Imp.)
Fr. Boissonnas (Imp.)
Soc. Vega (Imp.)

Carriages.

Société Suisse de Carrosserie (Imp.) Builders and importers of horse and motor carriages.
L. Oertig (Imp.) Builder and importer of horse and motor carriages.
Jules Johannot (Imp.) Builder and importer of horse and motor carriages.
Faurax & Co. (Imp.) Builders and importers of horse and motor carriages.

Department Stores.

Clement, Tournier & Co. (Imp. and W.)
Beauverd & Metra (Imp. and W.)
Maus Frères (Imp. and W.)

Geneva.

Department Stores—Continued.

Chenevard & Rojoux (Imp., W. and R.)
Old England (Imp. and R.)
Grosch & Greiff (Imp. and R.)
Kiewe & Co. (Imp. and R).
Maison Knopf (Imp. and R.)
Henry Knibb (Imp. and R.)

Electrical Supplies.

Service d'Eclairage Electrique de la Ville. Contractors under city control, installation of electric light.
Badel & Fauconnet (Imp.) Installation of electric light and bells, private telephones, safety contacts, lightning-conductor, speaking trumpets, heating apparatuses, lamps, ventilators.
A. Bornet & Co. (Imp.) Installation of electric light and bells, private telephones, safety contacts, lightning-conductor, speaking trumpets, heating apparatuses, lamps, ventilators.
Henri Dupraz (Imp.) Installation of electric light and bells, private telephones, safety contacts, lightning-conductor, speaking trumpets, heating apparatuses, lamps, ventilators.
Thony Hoegen (Imp.) Installation of electric light and bells, private telephones, safety contacts, lightning-conductor, speaking trumpets, heating apparatuses, lamps, ventilators.
Favre & Chalut (Imp.) Installation of electric light and bells, private telephones, safety contacts, lightning-conductor, speaking trumpets, heating apparatuses, lamps, ventilators.
Gust. Olivet (Imp.) Installation of electric light and bells, private telephones, safety contacts, lightning-conductor, speaking trumpets, heating apparatuses, lamps, ventilators.
Ateliers H. Cuénod (Imp. and builders.) Arc lamps, automatic regulators, electric motors, dynamos.

Surgical Instruments.

Reymond Frères & Co. (Imp. and W.) Tools for dentistry.
Maurice Demaurex (Imp. and R). Surgical instruments, parts and materials.
H. Finck & Co. (Imp. and R.) Surgical instruments, parts and materials.
C. F. Hausmann (Imp. and R.) Surgical instruments, parts and materials.
A. Maier-Senglet (Imp. and R.) Surgical instruments, parts and materials.

Forwarding Agencies.

A. Bocquin & Co.
E. Belly & Co.
Société des Transports Internationaux.
Natural, LeCoultre & Co.
Ackermann Frères.
Th. Fuog & Co.

Local Agents.

Lang & Co., 3, Université. Iron, brass and steel manufactures.
L. Adler, 6, Av. Vollandes. Tools.
E. Brandt, 10, Fribourg. Tools and machinery.
R. Eberhard, 2, Vollandes. Tools and machinery.
A. Bonnet & Co., 23, Grand Pré. Office furniture.
A. Barbezat, 2, Buis. Automatic apparatuses.
H. Borel, 13, C. de Rive. Preserves.
Alf. Nicoud, 28, Q. Eaux-Vives. Groceries.

Geneva.

Local Agents—Continued.

G. Burdin, 2, Av. Vollandes. Flour.
L. Lederrey, 16, Villereuse. Corn and wheat.
C. Rueff, 14, Mont-Blanc. Corn and wheat.
A. Grin, 44, R. de Lyon. Lumber and timber.
E. Jeanmonod, 28, Jura. Oils.
Jeannet & Golay, 57, Rhone.. Oils, fats and soap.
G. Steigmeier, 12, Mt. Blanc. Hardware.
D. Stierchler, 31, Bergues. Agricultural machinery.
Ch. de Stoutz, 9, B. Theatre. Building materials.

VEVEY CONSULAR AGENCY.

Comprising the cantons of Vaud and Valais; business language, French; official address: Consular Agency of the United States, Vevey, Switzerland.

VEVEY.

Population, 13,000.

Banks.

Banque Cantonale Vaudoise.
Banque Fédérale.

Agricultural Implements, Hardware, House Furnishings, Building Materials.

All chiefly of Swiss manufacture, other articles imported from France and Germany.
A. Baumann, Rue du Lac, 2. (Imp. and W.)
Benjamin Jomini & Cie, Rue du Théâtre, 8. (Imp. and W.)
Nicollier, Troller & Cie, Place de l'Ancien, Port 3. (Imp. and W.)

Drugs and Groceries.

Albert von der Auw Fils, Rue du Théâtre, 6. (Imp. and W.)
L. Rieder. Chiefly groceries, liquors and wines.
Weber Frères. Chiefly drugs and paints.

Dry Goods.

Prottaz & Dalppen, Avenue de la Gase, 14. (Imp. and W. only.)

Stationers.

Klausfelder Frères, Rue du Lac, 49. Books and stationery in connection with large printing and lithographic establishment.
F. Mack. Stationery, toys, articles de voyage, and such articles as are to be found in a bazaar.
Emile Schlesinger. Chiefly books, also stationery, engravings, etc.
The foregoing are importers doing business on a larger scale, for the most part to supply the demands of the district of Vevey, which includes Clarens, Montreux and Territet.

MONTREUX.

Population, 13,519.

Banks.

Banque de Montreux.
Banque Populaire Suisse.

Montreux.

Optical and Photographic Supplies.
E. Fransioli.

Electric Light Installation Materials.
Société Electrique Vevey, Montreux, Territet.

The principal interest and business of Montreux and contiguous territory is the maintenance of hotels. Its shops are almost exclusively designed to supply foreigners resorting to the region with necessities or knick-knacks. None are on a large scale.

It is to be remarked that the largest business establishments of the District of Vevey are manufactories for exportation rather than houses for importation. Such importers as there are obtain their supplies from France or Germany or from Lausanne, which is the distributing center for the Cantons de Vaud and du Valais. As wine growing is the chief industry in both cantons, agricultural implements and machines of the usual character are not greatly in demand. For building enterprises, Swiss manufactures are preferred, as particularly adapted in design and measurement to the systems of construction peculiar to the country. Swiss manufactures are for the most part sufficient and satisfactory for the Vaudois and Valaisans.

In cases when applications have been made to the consular agency by manufacturers of the United States for advice as to the introduction of their manufactures within its district, efforts have been made to find proper agents to act for them; but the agents selected have rarely succeeded in obtaining responses from the manufacturers to their propositions.

GENEVA CONSULAR DISTRICT.

LAUSANNE.

Population, 53,262.

Banks.
Banque Cantonale Vaudoise.
Banque d'Escompte et Depots.

Goods advertised in Lausanne are Swiss, German or English, rather than American. American goods are not placed in the foreground, as in Geneva, where American articles, either genuine or imitated, are often advertised and displayed.

There are, however, quite a number of tools and meat preserves of American origin offered in the shops of Lausanne,

Lausanne.

usually by retailers. Wholesale houses are few, and the existing ones seem to be less important than those of Geneva.

Lausanne is about half the size of Geneva. Though it has a smaller foreign colony, that colony is chiefly composed of wealthy people and students, which is not the case in Geneva. They are in Lausanne generally for pleasure, health or study, and the shops cater to their tastes or hobbies.

Americans being few, and English numerous, English goods are naturally more in demand.

Agricultural Implements.
Agence Agricole Vaudoise (Imp. and R.) All agricultural machines, chemical manure.
Francillon & Co. (Imp., W. and R.) Tools and materials for farmers and vine dressers, agricultural machines, dairying machinery and utensils.
Max Schmidt & Co. (Imp., W. and R.) Tools and materials for farmers and vine dressers, agricultural machines, dairying machinery and utensils.
Duvillard & Co. (Imp.) Builders and dealers in agricultural machines.
Richard Frères (Imp.) Farm tools, cutlery articles (American pattern), labor saving devices.

Hardware.
Francillon & Co. (Imp., W. and R.) Cutlery, kitchen articles and utensils, kitchen ranges and stoves, laundry machinery.
Max Schmidt & Co. (Imp., W. and R.) Rails, pipes, tools, iron and steel in bars.
J. Gerber & Co. (Imp. and agent.) Leather straps, oils, fats for machinery, taps, hose, extinguishers.
Eug. Menu (Imp.) Extinguishers.
Edward Strub (Imp.) Cutlery, traveling articles.
Foretay & Pasche (Imp.) Bath tubs, sanitary articles, electrical and gas apparatus, extinguishers.
Lowe & Serin (Imp.) Bath tubs, sanitary articles, electrical and gas apparatus, extinguishers.
G. Storz (Imp.) Bath tubs, sanitary articles, electrical and gas apparatus, extinguishers.
Louis Weibel (Imp.) Bath tubs, sanitary articles, electrical and gas apparatus, extinguishers.
Robert Welti (Imp.) Bath tubs, sanitary articles, electrical and gas apparatus, extinguishers.
Eug. Menu (Imp.) General plumbing articles.
A. Senglet (Getaz & Romang) (Imp. and W.) Sanitary and bath articles.
P. Lehmann (Imp.) Traveling articles.
Maison Graeser (Imp.) Traveling articles.
G. Weber (Imp.) Parts of stoves, household articles.
Alf. Treichler (Imp.) Kitchen ranges and stoves, taps, sanitary articles.
Sambuc Fils & Co. (Imp.) Kitchen ranges and stoves, taps, sanitary articles.
Société Industrielle du Léman (Imp.) Builder of lifts, stoves.
Gab. Junod & Co. (Imp. and W.) Engineers, building materials.
J. Heer-Tobler (Imp.) Kitchen and household articles, light apparatus.

Lausanne.

Motor Vehicles and Supplies.

Addor & Co. (Imp.) Motor cars and supplies.
O. F. Pfister (Imp.) Motor cars and supplies.
S. Berger (Imp.) Bicycles and supplies.
A. Terrier & Co. (Imp.) Bicycles and supplies.
Jean Gerber (Imp.) Oils and fats for automobiles and bicycles.

Typewriting Machines and Supplies.

Pfister & Frick (Imp.)
H. Ruchonnet (Imp.)
Jules Kreis (Imp.)
H. Mohlenbruck (Imp.)
The Smith Premier, Yost, Underwood Sd., Empire and Remington have agencies in Lausanne.

Stationers.

Bryois & Co. (Imp. and W.) Wholesale paper dealers.
Stoucki & Co. (Imp. and W.) Wholesale paper dealers.
Marmillon & Co. (Imp. and W.) Wholesale paper dealers.
Vve. Krieg & Fils (Imp.) Stationery articles.
C. Tarin (Imp.) Stationery articles.
Robert Frères (Imp., W. and R.) Stationery articles.
Burnens & Sudheimer (Imp. and W.) Stationery articles.
F. Kaiser (Imp.) Stationery articles.

Scientific and Other Instruments.

C. Borgeaud (Imp.) Agent and dealer.
H. Mohlenbruck (Imp.) Agent and dealer.
M. Schaerer (Imp.) Surgical instruments and materials.
J. Bocksberger (Imp.) Surgical instruments and materials.
W. Margot (Imp.) Surgical instruments and materials.
T. de Ragosine (Imp.) Surgical instruments and materials.
Pascal Fils (Imp.) Surgical instruments and materials.
M. Miersch-Golay (Imp.) Surgical instruments and materials.

Counting Machines.

H. Mohlenbruck (Imp. and Agt.)

Office Furniture and Supplies.

Francillon & Co. (Imp., W. and R.) Copy presses, letter files, chests for papers.
Vve. Krieg & Fils (Imp.) Writing tables, roll-top desks, small office tables for typewriters, file chests, office stools and arm chairs and other patent articles of American design but rarely of American origin.
Robert Frères (Imp.) Writing tables, roll-top desks, small office tables for typewriters, file chests, office stools and arm chairs and other patent articles of American design but rarely of American origin.
F. Kaiser (Imp.) Writing tables, roll-top desks, small office tables for typewriters, file chests, office stools and arm chairs and other patent articles of American design but rarely of American origin.
E. Chavannes-Clavel. Engineer, importer and dealer in all patented articles.

Lumber and Building Materials.

Fred. Bugnion (Imp. and W.) Lumber and timber, wood for parquets.

Lausanne.

Lumber and Building Materials—Continued.

D. Wyssbrodt (Imp. and W.) Lumber and timber, wood for parquets.
M. Mayor-Gaudin (Imp. and W.) Lumber and timber, wood for parquets.

Oils and Fats, Soap.

Becker & Co. (Imp. and W.) Oils and soap.
Henri Tauxe (Imp. and W.) Oils and soap.
D. Hartmann (Imp. and W.) Candle manufacturer.
A. Hess (Imp.) Oils and fats.
E. Sauve (Imp.) Oils and fats.
Manuel Frères (Imp.) Oils and fats.

Druggists and Druggists' Sundries.

Vve. Delisle & Co. (Imp. and W.) Drugs and chemical compounds.
Aug. Amann (Imp. and W.) Chemistry.
Pascal Fils (R.) Druggists, sanitary and surgical implements.
Morin & Co. (Imp. and R.) Pharmaceutical products, English and American specialties, drugs.
H. Coeytaux (Imp. and R.) Pharmaceutical products, English and American specialties, drugs.
A. Feyler (Imp. and R.) Pharmaceutical products, English and American specialties, drugs.
H. de Giez (Imp. and R.) Pharmaceutical products, English and American specialties, drugs.
Union Pharm. Romande (Imp. and R.) Pharmaceutical products, English and American specialties, drugs.
A. Simond Fils (Imp., W. and R.) Drugs, paints, varnishes, chemicals.

Boots and Shoes.

Ed. Viret (Imp. and R.) Dealer in Swiss, German and American shoes.
H. Vaucher (Imp. and R.) Dealer in Swiss, German and American shoes.
Anglo-American Sport and Shoe House (Imp. and R.) Dealers in Swiss, German and American shoes.
Docks de la Chaussure (Imp. and R.)
J. Siegrist (Imp. and R.)
C. Ebelshäuser (Imp. and R.)
B. Summermatter (Imp. and R.)

Leather and Hides and Bootmakers' Supplies.

Demiéville & Co. (Imp., Exp. and W.)
Ad. Mercier & Fils (Imp., Exp. and W.)
R. Foerster & Co. (Imp. and R.)
Alf. Wenger (Imp. and R.)
A. Brouilhet (Imp. and R.)
C. L. Crausaz (Imp. and R.)
Jos. Weltner (Imp. and R.)

Groceries.

Winandy & Co. (Imp., W. and R.) Preserves of meat (American), fruits, vegetables (Swiss), hams, whiskies, etc.
Louis Bechert (Imp., W. and R.) Preserves of meat (American), fruits, vegetables (Swiss), hams, whiskies, etc.
M. Jomini & Co. (Imp., W. and R.) Preserves of meat (American), fruits, vegetables (Swiss), hams, whiskies, etc.

Lausanne.

Groceries—Continued.

Manuel Frères (Imp., W. and R.) Preserves of meat (American), fruits, vegetables (Swiss), hams, whiskies, etc.
Manera & Co. (Imp. and W.) Preserves of meat (American), fruits, vegetables (Swiss), hams, whiskies, etc.
Simond Frères (Imp., W. and R.) Preserves of meat (American), fruits, vegetables (Swiss), hams, whiskies, etc.
Kaiser & Co. (Imp., W. and R.) Preserves of meat (American), fruits, vegetables (Swiss), hams, whiskies, etc.
Ulmer & Co. (Imp., W. and R.) Preserves of meat (American), fruits, vegetables (Swiss), hams, whiskies, etc.
A. Compondu (Imp., W. and R.) Preserves of meat (American), fruits, vegetables (Swiss), hams, whiskies, etc.
A. Mühlhaupt (Imp., W. and R.) Preserves of meat (American), fruits, vegetables (Swiss), hams, whiskies, etc.
Eug. Ponnaz (Imp., W. and R.) Preserves of meat (American), fruits, vegetables (Swiss), hams, whiskies, etc.
F. Wenger (Imp. and W.) Preserves of meat (American), fruits, vegetables (Swiss), hams, whiskies, etc.

Tobacco.

Jeanrenaud & Margot (Imp. and W.) Cigars, cigarettes, tobacco.
L. Grandjean (Imp. and W.) Cigars, cigarettes, tobacco.
Th. Gloor (Imp., W. and R.) Cigars, cigarettes, tobacco.
H. Spychiger (Imp., W. and R.) Cigars, cigarettes, tobacco.

Electrical Apparatus and Supplies.

Jules Cauderay (Imp.) Home telephones, electric bells and light; electrical apparatus.
S. A. Olivet (Imp.) Home telephones, electric bells and light; electrical apparatus.
Société Gen. d'Electricité (Imp. and builders.) Home telephones, electric bells and light; electrical apparatus.
The latter named build all kinds of electrical engines, from a railroad to a lamp, but they import a great many parts.

Sewing Machines, Parts and Supplies.

G. Perillard (Imp. Agent.)
F. Raeber (Imp. and R.)
Tanninger Fils (Imp. and R.)
Tschäppät-Hirt (Imp. and R.)
The Singer Co. has an agency in Lausanne.

Pianos and Organs and Musical Instruments and Publications.

Foetish Frères (Imp.)
J. Huber (Imp.)
Czsapeck & Co. (Imp.)

Photographic Supplies.

Corbaz & Co. (Imp. and R.)
Office Polygraphique (Imp. and R.)
Pascal Fils (Imp. and R.)
Emile Gautschy (Imp. and R.)
Mermod & Co. (Imp. and R.)
Alb. Schnell (Imp. and R.)

Department Stores.

Burnens & Sudheimer (Imp. and W.)
Rhein Frères (Imp. and W.)
Old England (Imp.) English articles.

Lausanne.

Department Stores—Continued.

Albion House (Imp.) English articles.
London House (Imp.)
Bonnard Frères (Imp.)
A la Grande Maison (Imp.)
Loeb Frères (Imp.)
Alb. Meyer & Co. (Imp.)
Grosch & Greiff (Imp.)
Weith Frères (Imp.)
H. Burt (Imp.)

Carriages and Cradles for Babies.

Th. Hosslé & Co. (Imp.)

Transportation Agents.

Perrin & Co.
Dubois Frères.
H. Bronne.

Special Agents.

Marius Addor, 15, Place St. Francois. Colonial wares and food products.
Ch. Bergier, 11, Grand Chene. Colonial wares and food products.
Henri Pache, 10, Simplon. Colonial wares and food products.
Maurice Balitzer, Trabandan. Oils.
A. Romieux, 19, Boul. de Grancy. Oils.
Ed. Sauve, 2, Mauborget. Oils.
Jos. Bobst, Pl. Gare du Flon. Printing types.
Jos. Goldenblum, 4, Tour. Files.
J. Traeber, 35, Grancy. Drugs, paints.
Ch. Butticaz, 8, Grand Pont. Druggists' sundries.
E. Weber, 82, Ouchy. Pharmaceutical products.
S. Zeller, Rosemont. Druggists' sundries.
Louis Koch, 3, Monnard. Building material.
A. Senglet, 149, Ouchy. Building material.
Paul Chappuis, 1, Fleurettes. Iron and steel.
Alf. Dumartheray, 26, Deux Marchés. Iron and steel.
Henri Grobet, 57, Rumine. Machinery.
E. Chavannes-Clavel, 4, Bourg. Heating apparatus and American specialties.
J. Dessaux, 17, Bourg. Corn, wheat and flour.
O. Pouillot, 4, Sq. Georgette. Corn, wheat and flour.
X. Pierre, 38, Maupas. Hardware, stationery.
A. Leblond, 10, Haldimand. Printing articles.

LUCERNE CONSULAR DISTRICT.

Embracing the cantons of Lucerne, Aargau, Zug, Uri, Unterwalden and Tessin; business language, German, except Italian in the canton of Tessin; official consular address: To the American Consulate, Lucerne, Switzerland.

LUCERNE.

Population, 32,000.

Banks.

Cantonal Bank.
Bank of Lucerne.

Lucerne.

The commercial conditions in the Lucerne Consular District, especially in the city of Lucerne, which is the Mecca for American, English and continental tourists during the summer season, warrant a much larger import business from the United States than is shown by the trade statistics.

The records show that over 20,000 Americans visit Lucerne annually, many of whom remain for some time. The demand created by this large contingent for various articles of American manufacture is such as to require dealers to keep in stock many commodities for which there is frequent inquiry. Among these may be mentioned American shoes, toilet articles, medicines and proprietary articles, special food preparations, etc. This demand for American products is supplied in a limited way, but very little of it is imported direct from the United States, the purchases being made through German agents and importing houses, who supply the Swiss trade. By this method the middleman makes a per cent which the American exporter pays, as the Swiss dealers are close buyers.

The same is true in a larger commercial sense. American made hardware, machinery, tools, saws, surgical instruments, typewriting machines, cash registers, sewing machines, office furniture and supplies, etc., find a market in this district, because of their superior merit. But as is the case with the articles previously mentioned, the import business is generally through Germany. This method of reaching the Swiss trade may be illustrated by the fact that of the great number of traveling salesmen licensed in Switzerland last year, only one is credited to America. To meet the demands for American products in Switzerland, and to secure the business on the most profitable basis, will require the same attention to details in studying the conditions, catering to the customs of the country and soliciting the trade that is observed by aggressive manufacturers and wholesale dealers in the United States.

The establishment of general agencies in Europe, where American products for which there is a demand in continental markets can be kept in stock, and through which the trade could be supplied, would seem to offer the best means of securing a large, desirable and profitable business in certain lines, and of supplying it direct. Manufacturers and exporters representing different branches of trade could combine their interests, thereby reducing the cost of maintaining the agencies. Traveling salesmen, with a knowledge of the language of the countries to which they are assigned, could solicit the trade for the several interests represented in the combination, thus bringing the buyer and seller into direct contact. This would do away with the middleman, or selling agents, through whom practically all the American import trade into this consular district now comes. The commissions received by foreign agents on American business in Switzerland are sufficient to pay the expenses of a general agency, and the additional business secured by reason of direct personal solicitation, and sales from samples, would greatly increase the volume of trade and augment the profits on the business of exporters of American goods to Switzerland.

R. E. MANSFIELD,
Consul.

Lucerne.

Agricultural Implements.

Aktiengesellschaft der von Moos'schen Eisenwerke (Imp. and W.) Builders of all kinds of farm machinery and tools.
N. Augustin. Mechanical workshop, dealer in farm implements.
Bielmann & Co. (Imp. and W.) Manufacturers of iron, steel and brass goods, selling agents for all kinds of agricultural machinery, plows, mowers, tools, etc.
Schindler & Co. Manufacturers of farm machinery, supplies, elevators and machinery for tools.

Hardware.

J. R. Güdel. Hardware, household articles, dairy implements, etc.
A. Goetschel & Co. (Imp. and W.) Selling agent for tools.
W. Schorne. House and kitchen utensils, lamps, etc.
E. Widmer & Ruf (Imp. and W.) Bar iron, tools and machinery.
J. Willmann. Small machinery, bar iron, stoves and coal.
J. Wildbolz. Machinery of all kinds, tools and machinists' supplies.
Adam & Co. House and kitchen specialties, iron and brass bedsteads, etc.
A. Grüter-Suter. All kinds of household implements, ice chests, iron chairs and tables.

Motor Vehicles.

Th. Frey & S. Meyer. Electric installments and motors.
F. Birrer. Bicycles and motor cycles, tools and supplies.
J. Brügger. Selling agent for sewing machines, bicycles, motors, etc.
C. Erni-Fallet. Sewing machines and bicycles.
Müller Brothers. Agents for automobiles and motor cycles, and supplies for same.
Automobil A. G. Selling agency for automobiles and bicycles.

Typewriting Machines.

J. Hindemann. Typewriting machines and typewriter supplies.
R. Maumary. Agent for typewriting machines, ribbons, paper, etc.; phonographs.

Stationers.

M. Bannwart. All kinds of stationery, post cards, etc.
R. Bürgisser. Stationery and bookbinding.

Lucerne.

Stationers—Continued.

A. Eglin. Book seller, stationery and artists' supplies.
J. Hindemann. (Imp. and W.) Stationery, copying presses, bookbinding and printing.
Räber & Co. Books, pictures, bookbinding, etc.

Scientific and Other Instruments.

A. Schubiger & Co. Surgical instruments.
Weber-Martin (Imp.) Surgical instruments and cutlery.
W. Ecker (Imp.) Opera glasses, field glasses, stereoscopes, barometers, etc.
H. Friedlinger. Opera glasses, stereoscopes, spectacles, photograph apparatus and supplies.

Cash Registers.

L. A. Bodler (Imp.) Selling agent for American cash registers.

Office Furniture.

J. Hindemann (Imp. and W.) American roll-top desks, tables for typewriting machines.
R. Zünd. All kinds of office furniture.

Lumber and Building Materials.

Internationale Siegwartbalkengesellschaft A. G. Manufacturers and exporters of special beams for ceilings.

Oils and Fats.

T. Habermacher. Selling agent for oils and fats.
Schumacher-Schmid & Co. (Imp. and W.) Olive oil, varnish, dyes, etc.
U. Tschumi. Special machine oils and dyes.

Druggists and Druggists' Sundries.

F. Romang. Drugs, dyes, etc.
J. Hammer-Barth. Drugs, dyes, paints, soap, etc.
A. Eschle & Co. Drugs and druggists' sundries.

Boots and Shoes.

A. Coulin (Imp.) American and Swiss boots and shoes.
J. Schwörer (Imp.) American and French boots.

Bootmakers' Supplies, Leather and Hides.

G. Hugenschmidt. Bootmakers' supplies and leather.
H. Schriever. Manufacturer of shoe tops.
X. Vonarburg. Leather and bootmaking machines.
J. Huber (Imp.) Leather and hides.

Groceries.

Consumverein Lucerne (Imp.) All kinds of groceries, fats, oleomargarine, spirits, petroleum, etc.
Curti & Co. (Imp. and W.) Tea, coffee, rice, sugar, soaps, soda, tallow, etc.
Di Gallo-Zimmermann. Importer of fruits and canned meat, eatables of all kinds, etc.
A. Duss-Yung (Imp.) Tea, coffee, sugar, canned fruits, etc.
Lauber & Bühler (W.) Groceries, cigars, etc.
A. Russi (Imp. and W.) All kinds of groceries and food supplies.

Lucerne.

Special Agents.

A. S. Amstad. Traveling agent for wines and olive oils; residence, Lucerne.
J. Bölsterli. Agent for tapestry.
W. Bosshardt (Imp. and W.) China and porcelain.
J. Brügger (Imp.) Traveling agent for sewing machines.
J. Jäggi. Agent for counting machines and general office furniture and utensils.
K. Meyer. Selling agent for flour.
J. L. Müller. Agent for measuring instruments and architects' supplies.
A. Synnberg. Selling agent for chemicals and perfumeries.

LIST OF EXPORTERS IN THIS CONSULAR DISTRICT.

United Knitting Works Co., Aarburg. Knit goods.
Bally Brothers & Co., Schoenenwerd. Silk and half silk rib.
Chemische Fabrik Brugg A. G., Brugg. Chemical products.
Rich. C. Pottstock, Wohlen. Straw goods.
Hanhart, Hochuli & Co., Safenwyl. Knit goods.
Manufacture de Ruban, Herzogenbuchsee. Silk ribbons.
J. J. Fischer's Sons, Dottikon. Straw goods.
J. H. Wolfensberger, Zofingen. Perfumeries.
His, Imboden & Co., Murgenthal. Knit goods.
H. Nabholz. Schoenenwerd. Knit goods.
George Meyer & Co., Ltd., Wohlen. Straw goods.
Buser & Keiser & Co., Laufenburg. Knit goods.
C. & C. Hinnen, Aarburg. Brushes.
Fabrique d'Huiles Matier & Blanc Mineral, Zofingen. Chalk.
Ruegger & Co., Zofingen. Knit goods.
Rud. Hegnauer, Aarau. Straw goods.
Wildi & Co., Wohlen. Straw goods.
A.-G. B. Siegried, Zofingen. Chemical products.
Kern & Co., Aarau. Mathematical instruments.
J. Wildi, Jr., Wohlen. Straw goods.
P. Walser, Wohlen. Straw goods.
Debrunner Brothers, Brugg. Straw goods.
Antoine Isler & Co., Wohlen. Straw goods.
M. Bruggisser & Co., Ltd., Wohlen. Straw goods.
Jacques Isler & Co., Wohlen. Straw goods.
Aloyse Isler & Co., Wildegg. Straw goods.
Freyvogel & Co., Stein. Silk ribbons.
W. Graf & Co., Leutwyl. Straw goods.
J. B. Koch, Villmergen. Straw goods.
R. Furter-Graf, Boniswil. Straw goods.
L. Dubler, Wohlen. Straw goods.
M. Lustenberger's Sons, Cham. Cheese.
Gottfried Fassbind, Ober-Arth. Cherry water.
J. Bossard, Lucerne. Silverware.
Franz Arregger Son, Schüpfheim. Cheese.
E. Binder & Co., Lucerne. Wood carvings.
B. Leuthold & Schuchmann, Lucerne. Pictures.
J. A. Kuhn, Lucerne. Fur garments.
L. Woog, Lucerne. Antiquities.
Schweizer & Co., Lucerne. Silk goods.
E. Gübelin-Breitschmid, Lucerne. Clocks and watches.
M. Keller & Co., Lucerne. Antiquities.
A. & J. Baechler, Lucerne. Cheese.

Lucerne.

LIST OF EXPORTERS IN THIS CONSULAR DISTRICT—Continued.

Alb. Schubiger, Lucerne. Fur garments.
V. Tommasini & Co., Mendrisio. Pastry.
Peter Kremos, Lucerne. Antiquities.
Oscar Fresard, Lucerne. Clocks and watches.
Lucerne Anglo-Swiss Milk Chocolate Co., Hochdorf. Chocolate.
Swiss Viscose Co., Emmenbrücke. Yarn.

AARAU.

Population, 11,000.

Banks.
Aargauische Bank.
Aargauische Creditanstalt.

Hardware.
F. Faller. All kinds of builders' and shelf hardware and tools.
Faller-Faller. House and kitchen specialties and fancy hardware.
E. Henz (W.) General hardware, bar iron, stoves, shovels, etc.
J. Henz & Co. (W.) Fancy hardware, household utensils, clasps, nails, tools, etc.

Machines.
Oehler & Co. Manufacturers of small machinery; iron and steel foundry.

Motor Vehicles and Supplies.
Schweizerische Automobil-Gesellschaft A. G. Agency for automobiles.
E. Bieber-Graber. Bicycles and sewing machines.
A. Walter-Schmutziger. Selling agent for bicycles, sewing machines, tools and supplies.

Stationers.
F. Hagenbach. Stationery, bookbinding, framing, etc.
S. Schatzmann. Bookstore and bookbinding, picture post cards, etc.

Scientific Instruments.
Gisy & Co. Manufacturers of mathematical instruments; dealer in optical instruments and photographic supplies.
Kern & Co. Manufacturers of mathematical and draftsmen's instruments and supplies.

Office Furniture and Supplies.
Gubler, Zimmerli & Co. Manufacturers of roll-top desks, office tables, file cases, school furniture, etc.

Oils and Fats.
Gaensslen-Landolt & Co. Manufacturers of varnish, dyes, linseed oil, etc.

Boots and Shoes.
T. Meier. Manufacturer and dealer in boots and shoes.
F. Roth. Swiss boots and shoes.

Aarau.

Bootmakers' Supplies.
H. Fretz. Manufacturer of shoe soles, and dealer in bootmakers' tools and supplies.

Leather and Hides.
R. Haeny. Leather and supplies.
H. Hassler. Selling agent for leather.

Groceries.
Erne & Co. (W.) Sugar, coffee, canned goods, etc.
G. Hoch. Tea, coffee, sugar, rice, seeds, vegetables, etc.
G. Bertschinger-Wild. Grocery, butter, cheese, etc.

Special Agents.
S. Brack (Imp.) Selling agent for oils and coal.

LUGANO.

Population, 13,500.

Banks.
Bank Suisse Italienne.
Banca Popolare di Lugano.

Hardware.
A. Brunati. Manufacturer of hardware.
Arnaboldi Brothers. General hardware and household utensils.
P. Molinari & Co. Fancy hardware and kitchen specialties.
S. Stefanoni & Co. Selling agent for fancy hardware, house and kitchen specialties, etc.

Machinery.
R. Holtmann (Imp.) Selling agent for small machinery, tools, etc.

Stationers.
M. Imperatori. Stationery, picture post cards, etc.
E. Cagnoni & Co. Books, bookbinding, printing, etc.

Scientific Instruments.
De Giorgi-Amsler. Mathematical instruments, watches, spectacles, etc.
E. Vedani. Optical instruments, watches, opera glasses, etc.

Lumber and Building Materials.
A. Crivelli. Lumber, concrete and general building materials, stones, etc.
A. & B. Castiglioni. Lumber.
Rimoldi Brothers. Manufacturers of lumber and building materials.

Oils and Fats.
L. Bordoni. Sugar, tea, coffee, oils, cheese, etc.
Badaracco Brothers (Imp.) Oils, canned meat, canned fruits, spirits, etc.
S. Turi & Co. (Imp.) Oils and wines.

Druggists and Druggists' Sundries.
A. Luvini. Drugs and pharmaceutical supplies.
N. Pisoni. Drugs, dyes and artists' specialties.
E. Soldati. Pharmaceutical and druggists' sundries.

Lugano.

Boots and Shoes.
G. Mambretti. Swiss and Italian boots and shoes.
E. Soldati. Selling agent for boots and shoes.

Bootmakers' Supplies, Leather and Hides.
G. Greco. Manufacturer and dealer in bootmakers' supplies, tools, etc.
Beretta-Picolo Brothers. Leather and hides.

ZURICH CONSULAR DISTRICT.

Embracing the cantons of Zurich, Schwyz, Schaffhausen and Glarus; business language, German; official consular address: To the American Consulate, Zurich, Switzerland.

Zurich, being the largest commercial city in Switzerland, imports, of course, many articles of foreign manufacture. Naturally, many American products have also found their way to this city, but not so much as might be the case if the distance was not so great and so much time lost from the date of giving the order and getting the goods here. But the real reason why more American goods do not find their way into this market is because our people do not pursue the same persistent course as the neighboring countries do. Germany, France, Austria and other countries have their agents visiting this country with samples, and it stands to reason that a personal visit will accomplish more than letters, circulars or catalogues. Most of the business men here are up to date, and are just as willing to buy from Americans as from any other business men if they see equal or better chances. Some of the business men are even anxious to do business in American goods, and it is frequently the case that some call at this consulate for addresses of American manufacturing and exporting firms in certain lines of goods. Naturally trade to this country of very large dimensions can not be expected if one considers how much it is divided up and that the whole of Switzerland has only a population of about as much as New York City.

However, as said before, business in American goods could, in my opinion, certainly be improved, if samples and goods in stock could be shown here. Among the American articles we find in the market here especially are: Hardware and tools, agricultural implements, machinery, dental instruments, office furniture, typewriters, cash registers, leather and leather goods, shoes and supplies, bicycles and supplies, Oldsmobile, canned goods, oils and fats, rubber goods, pianos and organs, garden tools, fountain pens, lumber.

A. LIEBERKNECHT,
Consul.

Zurich Consular District.

ZURICH.

Population, 176,000.

Banks.
Schweizerische Kreditanstalt. — Schweizerische Bankverein.

Agricultural Implements.
Alfred Jocl. — Theo. Scheibe.

Automobiles.
Badertscher & Co., A. G. — Rud. Leemann.
C. W. Frauenlob. — Ed. Walker.
Ing. P. Landis. — C. Walser.

Automobile Supplies.
P. Buchet. — Badertscher & Co., A. G.
Fr. Lutz.

Sanitary Fixtures.
Birkenbeil & Wintsch. — Haupt, Amann & Roeder.
Bock & Co. — Gebrueder Linke.
Boller & Weidmann. — Munzinger & Co.
Karl Duschanek. — Puenter & Co.
A. Erpf. — Helbling & Co., A. G.

Building Materials.
Von Arx & Co. — Munzinger & Co.
Baer & Co. — G. Murbach.
Felix Beran. — Oertmann & Co.
Bodmer & Co. — Schoch & Co.
E. Glenck. — Sponagel & Co.
Emil Knecht. — I. Wormser.
Knechtli & Co.

Building Machinery.
Aebi & Co. — Von Arx & Co.

Cotton (Agencies only).
Fischer & Co. — Ruegg & Co.
Merkle & Co. — Streuli & Co.
Merkle & Feuerlein. — C. Truempy.
Palmert & Co. — Truehenbach & Sturzenegger.
Petzold & Braun. — Zeig & Co.

Department Stores.
Jelmoli, A. G. — Magazine z. Globus.
Julius Braun.

Bridge Builder.
Loehle & Kern.

Zurich.

Lamp Fixtures.

R. Golesceano.
Lang, Bachmann & Co.
Munzinger & Co.
R. Robus.

Lumber.

Baumann & Soehne
Karl Fuchs.
Gintsburger & Sohn.
Honegger & Co.
Hueni & Co.
Kaufmann & Goetz.
Luethi & Co.
Schmid-Imfeld & Co.

Office Furniture and Supplies.

Anton Waltisbuehl.
Albert Schrader.
Jean Honegger.
Paul Carpentier.
Rudolf Furrer.
Lohbauer & Co.
Ludwig Ruebel.
Ruegg-Naegeli & Co.
Schmassmann & Co.
Gebrueder Scholl.
Ed. Taussky.
Zeiss & Co.
Zueger-Morf.

Chemical Products.

F. Uhlmann-Eyrand.
Drs. Bender & Holbein.
Hahnloser & Co.
Hess & Guesching.
Hinden-Blumer.
Martin Keller.
Mertzluft & Co.
Peschel & Co.
Pfister & Sigg.
Georg Scheffer.
Scheuermeyer & Co.
Oberholzer & Co.
A. H. Jucker.
Schweizerischer Medicinal and Sanitaetsgeschaeft Hausmann, A. G.

Cigars and Cigarettes.

Victor Fontana.
Hermann Gauch.
Max Spruengli.
Staehle & Co.
Ad. Duerr.
Haemig-Tewes Wwe.
Ernst & P. Nieriker.
Robert Weber.
Karl Schmidt.

Steam Cooking Stoves.

Oertmann & Co.

Railroad Material.

Ing. W. Wolf.

Iron Dealers.

Ernst Schoch.
Baer & Co.
G. Bauemlin.
Knechtli & Co.
Munzinger & Co.
Gebr. Pestalozzi & Co.
Schoch & Co.
Salz Harburger.
S. Kahn.

Iron Construction.

Loehle & Kern.
Suter-Strehler & Co.
Baer & Co.
Schoch & Co.

Hardware and Machinery.

Badertscher & Co.
A. & O. Bannwart.
Baer & Co.
Gebrueder Wegmann.
Barth & Co.
Boettcher & Leuthold.
E. Duhme-Keller.
Karcher & Co.
Michel & Co.
Gebr. Pestalozzi & Co.
Schenker & Baumann.
Gebr. Woermle.
American Machinery Import Office.

Zurich.

Iron Furniture.

Herter Hirt.
Suter-Strehler & Co.
Jelmoli, A. G.

Electrical Apparatus and Articles.

Allgem. Elektrizitaets Gesellschaft; Zurich office, Gretestrasse 12.
Baumann, Koelliker & Co.
Buechler & Pascal.
Diener & Co.
Kummler & Co.
Grauer & Co.
Schlaepfer & Co.
A. Bosshart.
Fenner & Co.
Fischer & Co.
Imer & Co.
Keyser & Co.
Vollenweider & Co.

Oils and Fats.

Jean Haller.
Schenker & Schnanz.
Heinr. Flad.
Hahnloser & Co.
Hinder-Blumer.
Robert Bernheim.
Menry, Neukomm & Bequin.
George Scheffer.
Scheuermeier & Co.
B. Scheller-Rall.
Carl F. Schmidt.
Vogel & Co.
A. G. vorm. Finsler im Meierhof.
K. Boschert.
Fred. Egli.

Grain.

Karl Benz.
Fleischmann & Co.
Dreyfus & Co.
Loesli & Hermann.
Gebr. Lowenberg.
Rosenfeld, Goldschmidt & Co.
I. R. Schellenberger.
Sternberger & Co.

Rubber Goods.

Max Bertschinger.
Willy Custer.
Diener & Co.
Keyser & Co.
Heinrich Maag.
J. E. Naef.
Oberholzer & Busch.
Vollenweider & Co.
Gebr. Weiss.

Wood and Ironwork Machines.

Graf-Buchler.
Kirschnir & Co., A. G.
M. Schnitter.
Ernst Straub.
Ing. W. Wolf.
Mather-Doret.
Carl Drentwett.

Pianos.

Alf. Bertschinger.
Hug Bros.
Ganter & Sohn.
Ad. Holzmann.

Groceries.

A. Agencies and Commission.

Alb. Bachofen.
F. Aebli.
G. Browarski.
Hinder-Blumer.
Gottfried Egli.
Guggenheim-Ries.
Hahnloser & Co.
Hausherr & Co.
Petzold & Braun.
Pfister & Sigg.
Geo. Scheffer.
B. Scheller-Rall.
Carl F. Schmidt.
Hornstein-Hagel.
E. Manger.
Louis Schweizer.
Paul Wiedemann.
F. Rentsch.

Zurich.

Groceries—Continued.

B. Wholesale.

Amann & Pawelke.
Baer-Pfister & Co.
Baumann-Fierz & Co.
Beckert-Zumstein.
Bleuler & Co.
Bruppacher & Co.
Buerke & Albrecht.
Denner & Co.
Lindenmann & Stierle.
Schulthess-Wirth & Co.
Schw.Lebensmittelgesellschaft.
E. Urowitsch.
Vogel & Ernst.
S. Fuchsmann.

Copper Goods.

Beckhardt & Longini (W.)
Blum & Co. (W.)
Rud. Christen (W.)
I. Horn (W.)

Leather Goods and Hides.

Aug. Boppart.
Goebel, Enslin & Schoelkopf.
A. D. Guggenheim.
Mor. Kahn.
Malcolm Inglis & Co.
Fritz Mauerhofer.
Gustav Paris.
Adolf Pfenninger.
Stutz & Co.
C. Varini.

Minerals.

Eugen Lips & Co.

Seeds.

Mueller & Co.

Leather Belts.

Stutz & Co.
Willy Custer.
Diener & Co.
Keyser & Co.
Rob. Egli.
Limburg & Oswald.

Typewriters.

C. Baechler.
Badertscher & Co.
Hochstrasser & Co. (and supplies).
Jean Honegger.
R. Huppertsberg.
Ilmer & Co.
Keller & Co.
Rud. Leeman.
F. Lutzmann (and supplies).
J. G. Muggli (and supplies).
Hans Mury.
Pfister & Frick (and supplies).
Anton Walrisbuehl (and supplies).
Steinmann & Erni.
Zueger-Morf.
Gebrueder Weiss.
Gebrueder Scholl.

Shoes.

F. Beurer.
Binsler, Doersam & Co.
Dosenbacher & Co.
L. Guggenheim.
Aug. Wuescher.
"Anglo-American."
Jelmoli, A. G.
Schuhaus "Merkur."

Bicycles and Supplies.

Badertscher & Co.
Rud. Leemann.
Carl Walser.

Hospital Supplies.

Aug. Giersberger.
Schw. Medicinal & Sanitaetsgeschaeft.
Hausmann, A. G.
Hahnhart & Co.
Krankemmobilien magazin Zurich.
Th. Russenberger.

Zurich.

Shoemakers' Supplies.

A. Pfenninger.
A. Schlumpf.
Stutz & Co.
Walder-Appenzeller & Soehne.
Widmer-Huegli.

Firearms.

Jacques Knecht.
Casimir Weber.

WINTERTHUR.

Population, 22,000.

Bank.

"Bank in Winterthur."

Leather.

I. Habluetzel.
H. Haggenmacher-Furrer.
H. Isliker.

Paper.

M. Hengelhaupt.
G. Isliker.
C. Studer & Co.

Seeds.

R. S. Gelke.
T. Koelle.
I. Kueske.

Shoes.

F. Bianzano.
F. Bross-Liechti.
F. Staehli.
W. Staehler.
G. Weigold.

Bicycles and Supplies.

G. Aeschbach.
J. Denzler.
I. Pfleghar.

Dried Fruits.

Th. Koelle (Imp. and Exp.)

Iron, Hardware and Tools.

Gebrueder Bretscher.
Briner & Co.
A. Furrer.
Goldschmid & Co.
H. Hasler-Arbenz.
Kaegi & Co.
E. Kuebler.
F. Marti & Co.
U. Sulzer.

Electrical Apparatus and Supplies.

R. Jacob & Co.
F. A. Schaefli.

Oils and Fat.

I. A. Stolz.

Grain.

I. A. Gelpke.
E. Isler.
F. Schellhorn.

Sanitary Supplies.

E. Huggenberger.
F. Kronhauer.
Reimann & Nogt.

Rubber Goods.

Siegrist-Peyer.

Winterthur.

Pianos, Etc.
I. Ruckstuhl & Co.

Groceries.
Gehring & Meier (W.)
I. Naef & Co. (W.)
Gebrueder Ochsner (W.)
C. A. Peter (W.)
E. Schmid (W.)
W. Straeuli & Co. (W.)

Agricultural Machinery and Implements.
Gebrueder Bretscher.

SCHAFFHAUSEN.

Population, 15,000.

Banks.
"Bank in Schaffhausen."

Building Material.
Habicht & Meyer.
J. Schneider.
C. H. Widmer.

Chemical Products.
H. C. Fehrlin.

Iron, Hardware, and Tools, etc.
Deggeler & Gut.
I. F. Schaerrers Wwe.
F. Stierlin.
C. Ziegler.
T. Levy-Isliker.

Grain.
L. Siegrist.

Groceries.
Braun & Co. (W.)
M. Brunner (W.)
Gebr. Kummer & Co. (W.)
Mosman & Wuenscher (W.)
F. Scherer & Co. (W.)
Wildberger & Co. (W.)

Agricultural Machinery and Implements.
A. Erzinger.

Leather.
F. Schmid.
C. Siegrist & Co.

Pianos.
C. Schoch.

Paper.
Krebs, Gygax & Co.

Seeds.
F. Braegger-Pfister.
A. Erzinger.
G. Schrenk.

Shoemakers' Supplies.
Gebr. Schibel.

Shoes.
E. Fuehrer-Kramer.
R. Eisenhofer.
I. G. Fischer.
H. Weber.

Bicycles.
J. Frueh.
Krebs-Gygax.
G. Meyer-Lanz.

HAITI, WEST INDIES

INTRODUCTION BY

JOHN B. TERRES

AMERICAN CONSUL AT PORT AU PRINCE

The total value of imports entered at the eleven open ports of Haiti from foreign countries for the fiscal year ended September 30, 1906, amounted to $5,714,830.56, the United States taking the lead in supplying to the value of $3,419,193.84. The remainder is from all other countries combined. Some years ago England and France had the controlling trade, but for the past few years the commerce with the United States has gradually increased until at present it has reached three-fifths of all the imports.

When it is considered that Haiti is by far the most fertile of the West Indian islands, excepting Cuba, the amount of trade is very small and will remain so until she has some of the advantages that the surrounding islands enjoy; that is, foreign capital to aid in developing the many rich resources that exist in the island, and a protection to such investments.

It is not to be supposed that this country will remain in this dormant state for a much longer period, and when a change takes place tending to a betterment of the present stagnated condition, a rapid increase in imports may be expected.

The undeveloped resources are many. That offered by the mineral mines are certainly encouraging for a profitable investment of capital.

The railroad, so far in its infancy, has proved to be nevertheless a success, and the only thing required to increase this popular and necessary mode of transportation is foreign capital; with that aid it would surely be a very profitable enterprise.

Hardwood cutting, cotton raising, fruit growing, sugar-cane cultivation, as well as many other undeveloped products, require capital for their successful exploitation.

To expect any sound financial result from any enterprise, the capital should be employed in the actual working of the enterprise, and not, as has been frequently the case, 10% in the work and 90% extravagantly squandered by the promoters who have succeeded in obtaining valuable concessions which, if they had been properly managed, would have undoubtedly proved a success.

The principal imports from the United States are provisions, such as salt pork, salt beef, salt fish, lard, butter, drygoods, pine lumber, laundry soap, carriages, kerosene oil, hardware, etc., etc., etc.

The exports from this island are cotton, coffee, hardwoods, dry hides, goat skins, wax, honey and like products.

While the merchants doing business with this island have made improvements in their manner of packing goods shipped to this country, there still exists much carelessness, which is a great detriment to our trade, and more strict attention should be given thereto. Only to mention one item, cement, we have lost almost the entire trade, owing to bad packing. I could mention many other articles that arrive in very unsatisfactory condition through carelessness in packing.

Catalogues sent to this consulate to be kept on file should preferably be in the French language, and when such are not available, in English. It would be advisable in sending catalogues to this consulate that seven or eight copies be sent, so that one may be sent to the various consular agencies under its supervision.

There is great neglect on the part of senders of mail matter in failing to place on their correspondence sufficient stamps to pay full foreign postage, whereby the addressee is obliged to pay double postage on such letters.

It is to be hoped that affairs financially will soon take a progressive turn in Haiti which will rapidly augment the trade, and the United States merchants would do well to give satisfaction in their goods and the packing of same, so as to maintain the control of trade which is now in their hands.

JOHN B. TERRES,
American Consul.

PORT-AU-PRINCE, HAITI, January 2, 1908.

PRINCIPAL MERCHANTS AT AUX CAYES, HAITI.

Roberts, Dutton & Co., Importers: Provisions, dry goods and general merchandise.
J. Jacobsen, Exporter: Coffee, logwood and cotton. Importer: Provisions, dry goods and general merchandise.
H. Munchmeyer & Co., Exporters: Coffee and cotton. Importers: Provisions, dry goods and general merchandise.
F. Meyer, Importer: Provisions, dry goods and general merchandise.
P. N. Neptune, Importer: Provisions, dry goods and general merchandise.
Vve. P. Labossière, Exporter: Coffee.
W. Suchting, Importer: Provisions, dry goods and general merchandise.
F. Caliste, Importer: Provisions, dry goods and general merchandise.
T. Ferrandini, Importer: Provisions, dry goods and general merchandise.
Vve. H. Renaudin, Importer: Hardware.
C. Voigt, Exporter: Cotton.
Vve. A. Sendral, Importer: French goods and crockeryware.
H. Plunkett & Co., Importers: French goods and crockeryware.
Chas. Dennery, Importer: French goods and crockeryware.
Dame H. Cooper, Importer: Hardware.
Silvera Dwek & Co., Importers: Provisions and dry goods.
Durinville Jean Fils, Importers: Provisions and dry goods.

LIST OF MERCHANTS AT CAPE HAITIEN, HAITI.

Edward Lyon & Co. Bankers, Importers and Exporters.
F. M. Altieri. Banker, Importer and Exporter.
P. G. Schutts. Banker, Importer and Exporter.
Reine & Co. Bankers, Importers and Exporters.
C. Czaykowski & Co. Bankers, Importers and Exporters.
Tischer & Co. Bankers, Importers and Exporters.
Durand & Co. Bankers, Importers and Exporters.
R. Auguste. Banker, Importer and Exporter.
M. Penzo & Co. Bankers, Importers and Exporters.
H. Leisner & Co. Bankers, Importers and Exporters.
Michel Giordani. Importer and Exporter.
André Nelson. Importer and Exporter.
Shama Dacosta. Importer and Exporter.
J. Rodon Mackenzie. Importer and Exporter.
Deve Kuhn. Importer and Exporter.
Btesh & Chrem. Importers and Exporters.
A. Samson. Importer and Exporter.
Carl Emile Seixas. Importer and Exporter.
Elbert Dow & Co. Importers and Exporters.
Jean Stamboully. Importer and Exporter.
G. Pouget. Importer and Exporter.
Henri Etienne. Importer and Exporter.
Vve. John Laroche. Importer and Exporter.
J. J. Manigat. Importer and Exporter.
J. A. Lavitola. Importer and Exporter.
Vve. Albarette. Importer and Exporter.

PRINCIPAL MERCHANTS AT GONAIVES, HAITI.

F. Herrmann & Co. Bankers.
Simmonds Frères. Bankers.
C. G. McGuffie & Co. Bankers.
Vve. P. Lancelot. Banker.

Gonaives.

C. G. McGuffie, Importer: Provisions and dry goods.
F. Herrmann & Co., Importers: Provisions and dry goods.
Vve. P. Lancelot & Co., Importers: Provisions and dry goods.
O. D. Jacques, Importer: Provisions and dry goods.
Vve. C. Coen & Massicot, Importers: Provisions and dry goods.
De Leon & Richardson, Importers: Dry goods.
Francois Oudder, Importer: Dry goods.
Vve. Henry Meyer, Importer: Provisions.
Eliza McGuffie, Importer: Provisions.
J. Shemtob & Co., Importers: Provisions.
Valerius Phareaux, Importer: Provisions.
Fenelon Belissier, Importer: Provisions.
Simmonds Frères, Exporters: Coffee, cotton, logwood, lignum vitae, mahogany, goat skins, etc.
F. Herrmann & Co., Exporters: Coffee, cotton, logwood, lignum vitae, mahogany, goat skins, etc.
C. G. McGuffie & Co., Exporters: Coffee, cotton, logwood, lignum vitae, mahogany, goat skins, etc.
Vve. P. Lancelot, Exporter: Coffee, cotton, logwood, lignum vitae, mahogany, goat skins, etc.
Bourgan & Osler, Exporters: Coffee, cotton, logwood, lignum vitae, mahogany, goat skins, etc.
Vve. C. Coen & Massicot, Exporters: Coffee, cotton, logwood, lignum vitae, mahogany, goat skins, etc.
H. Geffrard. Exporter and Importer.
C. V. Cabeche. Exporter and Importer.
M. L. Phillippe. Exporter and Importer.
Vve. J. C. Dupuy. Exporter and Importer.
Ernest Sterlin. Exporter and Importer.
M. Richard Fils. Exporter and Importer.
E. M. Stines. Exporter and Importer.

PRINCIPAL MERCHANTS AT JACMEL, HAITI.

J. B. Vital, Banker, Agent National Bank of Haiti.
Hugo Jensen. Banker.
Munchmeyer Neveu & Co. Bankers.
J. B. Vital, Importer: Dry goods, provisions, hardware, lumber and earthenware.
Hugo Jensen, Importer: Dry goods and provisions.
Munchmeyer Neveu & Co., Importers: Dry goods.
R. Pragler, Importer: Dry goods and hardware.
C. J. Madsen, Importer: Provisions.
Bigio, Importer: Dry goods and provisions.
N. Boucard & Co., Importer: Provisions.
J. G. Decastro, Importer: Provisions.
P. Lanauze, Importer: Provisions.
All the above named firms are also exporters of coffee.
Simmonds Frères, Exporters: Coffee.
Ernest Bellande, Exporter: Coffee.

LIST OF MERCHANTS AT JÉRÉMIE, HAITI.

A. M. Merceron, Importer: Provisions, dry goods, lumber, furniture, etc.
A. Gaveau & Co., Importers: Provisions, dry goods and liquors.
Mme. L. Duquella, Importer: Hardware and lumber.
Mme. B. Lavaud, Importer: Hardware, provisions and dry goods.
Kohler & Co. Importers and Exporters.
M. Moussalem. Importer and Exporter.
Roger Rouzier. Importer and Exporter.

Jérémie.

Roberts, Dutton & Co. Importers and exporters, agent National Bank.
G. Vigoureux, Importer and Exporter: General merchandise.
J. Jacobsen, Importer and Exporter: Provisions, etc.
Paul Laraque, Importer and Exporter: General merchandise.
Sylvera Frères, Importers and Exporters: General merchandise.
F. J. Lestage, Importer and Exporter: General merchandise.
A. M. Magloire, Importer and Exporter: General merchandise.
Mme. Henri Blanchet, Importer and Exporter: General merchandise.
Petion Petit, Importer and Exporter: General merchandise.
Volney Jerome, Importer and Exporter: General merchandise.
P. Jerome, Importer and Exporter: General merchandise.
Ed. Cohn, Importer and Exporter: General merchandise.
M. Pompé, Importer and Exporter: General merchandise.

LIST OF MERCHANTS AT MIRAGOANE, HAITI.

Herrmann, Reinbold & Co., Bankers and Importers: Dry goods, provisions, etc. Exporters: Coffee, logwood, etc.
E. Guilliod, Importer: Dry goods, provisions, etc. Exporter: Coffee, logwood, etc.
Jh. Gara, Importer: Dry goods, provisions, etc. Exporter: Coffee, logwood, etc.
P. Kavanagh, Importer: Provisions and lumber.
R. Maignan, Exporter: Honey, beeswax, etc.
A. d'Haiti, Exporter: Honey, beeswax, etc.
Talma Gousse, Exporter: Coffee, honey, beeswax, etc.
Louis Roc, Importer: Provisions, etc.
Sydney Brouard, Importer: Provisions, etc.
Victor Roc, Importer: Provisions, etc.
Charles Lafargue, Importer: Provisions, etc.
Suchet Duval, Importer: Provisions, etc.

LIST OF MERCHANTS AT PETIT GOAVE, HAITI.

Herrmann Reinbold & Co., Importers of dry goods and American provisions. Exporters: Coffee. Agents, Hamburg-American Steamers, Atlas Service.
F. Cheriez, Importer: Dry goods and American provisions. Exporter: Coffee. Agent, Royal Dutch West Indian Mail Service Steamers. Agent, Compagnie Generale Trans-Atlantique Steamers.
J. Jerome, Importer of dry goods and American provisions. Exporter: Coffee.
P. Bombace, Importers of dry goods and provisions.
J. Gouzac, Importer: Dry goods and provisions.
L. Guilliod, Importer: Dry goods and provisions.
B. P. Reid, Importer: Dry goods and provisions.
D. Siclait, Importer: Dry goods and provisions.
D. Brignol, Importer: Dry goods and provisions.
M. Napoleoni, Exporter: Coffee.
Usines Centrales, Exporter: Coffee.

LIST OF MERCHANTS AT PORT DE PAIX, HAITI.

Compagnie Haitienne, Exporters: Logwood.
Justus Bieber & Co., Importers and Exporters: General merchandise.
Poux Frères, Importers and Exporters: General merchandise.
D. Sylvain & Co., Importers and Exporters: General merchandise.
P. E. Laraque, Importer and Exporter: General merchandise.
R. Gautier, Importer and Exporter: General merchandise.

Port de Paix.

F. Maurrasse, Importer and Exporter: General merchandise.
C. Bien Aimé & Co., Importers and Exporters: General merchandise.
Michel Isaac & Co., Importers and Exporters: General merchandise.
Marc Boutin, Importer and Exporter: General merchandise.
Michel Jean Louis, Importer and Exporter: General merchandise.
Charlemagne Frères, Importers and Exporters: General merchandise.
Edouard Ferrier, Retail Dealer: General merchandise.
Mme. A. Charlemagne, Retail Dealer: General merchandise.
Emile Nelson, Retail Dealer: General merchandise.
Samuel Decostier, Retail Dealer: General merchandise.
L. Rochemont, Retail Dealer: General merchandise.
David Assaf, Retail Dealer: General merchandise.
T. & O. Astwood, Retail Dealer: General merchandise.
A. Haguenot, Retail Dealer: General merchandise.
Victor Charles, Retail Dealer: General merchandise.
Calime, Retail Dealer: General merchandise.
George Prophet, Retail Dealer: General merchandise.
Salomon A. Elias, Retail Dealer: General merchandise.
Robert Hanna, Retail Dealer: General merchandise.
Joseph Naderre, Retail Dealer: General merchandise.
Salime Jadoum, Retail Dealer: General merchandise.
Ath. Laforest, Retail Dealer: General merchandise.
Jean Kallile, Retail Dealer: General merchandise.
A. Duberceau. Druggist.
Elie Lescot. Druggist.

LIST OF MERCHANTS AT PORT-AU-PRINCE, HAITI.

Aug. Ahrendts. Banker and coffee exporter.
Otto Bieber & Co. Bankers and coffee exporters.
d'Aubigney & Co. Bankers and coffee exporters.
J. Dejardin Th. Luders & Co. Bankers and coffee exporters.
Gerlach & Co. Bankers and coffee exporters.
F. Herrmann & Co. Bankers and coffee exporters.
C. Lyon Hall & Co. Bankers and coffee exporters.
G. Keitel & Co. Bankers and coffee exporters.
Langhendonck & Co. Bankers and coffee exporters.
Alf. Lefebre. Banker and coffee exporter.
Lespinasse & Co. Bankers and coffee exporters.
Miot & Scott. Bankers and coffee exporters.
Robert Nortz & Co. Bankers and coffee exporters.
A. Ricco. Banker and coffee exporter.
Gerlach & Co. Agents Royal Dutch West Indian S. S. Line.
F. Herrmann & Co. Agents Hamburg American S. S. Atlas Service.
G. Keitel & Co. Agents Hamburg American S. S. European.
F. M. Altieri. Agent General Trans-Atlantique S. S. Line.
Otto Beiber & Co., Importers: Provisions, etc.
H. Brisson, Importer: Provisions, etc.
Oliver Cutts & Co., Importers: Provisions, etc.
H. Dalencourt, Importer: Provisions, etc.
Alb. Desmarquets, Importer: Provisions, etc.
Delinois & Co., Importers: Provisions, etc.
Dreyfuss & Co., Importers: Provisions, etc.
Eug. Dufort, Importer: Provisions, etc.
Etienne Fils, Importer: Provisions, etc.
Aug. Gabriel, Importer: Provisions, etc.
Edw. Gabriel, Importer: Provisions, etc.
Huneck & Co., Importers: Provisions, etc.
Henry Jones, Importer: Provisions, etc.
M. Lebrun & Co., Importers: Provisions, etc.

Port-au-Prince.

P. E. Painson, Importer: Provisions, etc.
A. Ricco, Importer: Provisions, etc.
Justin Thomas, Importer: Provisions, etc.
A. Villejoint & Co., Importers: Provisions, etc.
Chas. Mevs, Importer: Hardware and shipstores.
E. & F. Mevs, Importers: Hardware and shipstores.
Louis Mevs & Co., Importers: Hardware and shipstores.
Green, Knaebel & Co., Importers: Hardware and shipstores.
Hemours, Thomas & Guerin, Importers: Hardware and shipstores.
Robert Stark & Co., Importers: Hardware and shipstores.
A. J. Stecker, Importer: Hardware and shipstores.
Georges Reignier, Importer: Hardware and shipstores.
Allien & Co., Importers: Dry goods and fancy goods.
Remy Bastien, Importer: Dry goods and fancy goods.
A. & E. Boutin, Importers: Dry goods and fancy goods.
Chapoteau & Co., Importers: Dry goods and fancy goods.
F. Cheriez, Importer: Dry goods.
C. Lyon Hall & Co., Importers: Dry goods.
Wm. Hepple & Co., Importers: Dry goods and fancy goods.
F. Herrman & Co., Importers: Dry goods.
Huneck & Co., Importers: Dry goods and fancy goods.
Jules Laville, Importer: Dry goods and fancy goods.
E. Lahamé Frères, Importers: Dry goods and fancy goods.
F. Molenthiel, Importer: Dry goods and fancy goods.
P. E. Painson, Importer: Dry goods and fancy goods.
Gaston Revest, Importer: Dry goods.
A. L. Guerin & Co., Importers: Dry goods and fancy goods.
L. Eisenstein, Importer: Glass and chinaware.
Mme. Franckel, Importer: Glass and chinaware.
A. L. Guerin & Co., Importers: Glass and chinaware.
Huneck & Co., Importers: Glass and chinaware.
Fritz Jaeger, Importer: Glass and chinaware.
Jules Laville, Importer: Glass and chinaware.
Lascase Meusy, Importer: Glass and chinaware.
A. J. Stecker, Importer: Glass and chinaware.
Robert Stark & Co., Importer: Glass and chinaware.
Paul Robelin, Importer: Glass and chinaware.
Evan Williams, Importer: Glass and chinaware.
L. Audain Fils, Importers: Haberdashery, etc.
Remy Bastien, Importer: Haberdashery, etc.
A. E. Boutin, Importer: Haberdashery, etc.
L. Chapoteau, Importer: Haberdashery, etc.
Ch. Duplessy & Co., Importers: Haberdashery, etc.
Vve. Ch. Ewald, Importer: Haberdashery, etc.
L. de Gassion, Importer: Haberdashery, etc.
Jacir Frères, Importers: Haberdashery, etc.
A. Lagojannis, Importer: Haberdashery, etc.
Essa Lahamé Frères, Importers: Haberdashery, etc.
Jules Laville, Importer: Haberdashery, etc.
Makalouf Frères, Importers: Haberdashery, etc.
Mansour Frères, Importers: Haberdashery, etc.
Meroné Frères, Importers: Haberdashery, etc.
Painson & Co., Importers: Haberdashery, etc.
H. Silvera, Importer: Haberdashery, etc.
Vve. Gaston Serre, Importer: Haberdashery, etc.
Michel Velten, Importer: Haberdashery, etc.
Orest Balloni, Importer: Jewelry and watches.
Philip Carlestroem, Importer: Jewelry and watches.
A. de Matteis, Importer: Jewelry and watches.

Port-au-Prince.

Green Knaebel & Co., Importers: Lumber, etc.
L. Pelouze & Co., Importers: Lumber, etc.
Barbancourt Labbe. Distillers, liquors, etc.
Barbancourt & Co. Distillers, liquors, etc.
M. Sylvain. Distiller, liquors, etc.
A. Villejoint & Co. Distillers, liquors, etc.
Tancrède Auguste. Sugar refinery.
Brenor Prophete. Sugar refinery.
Compagnie Agricole de Port-au-Prince. Sugar refinery.
Luders, Schwedersky & Terres, Exporters: Tobacco and cigars.
C. Camille, Druggist: Pharmaceutical products.
Louis Coicou, Druggist: Pharmaceutical products.
Albert Desmarquets, Druggist: Pharmaceutical products.
F. Dufort, Druggist: Pharmaceutical products.
Vve. Chas. Ewald, Druggist: Pharmaceutical products.
Huneck & Co. Druggists: Pharmaceutical products.
Lh. Parisot, Druggist: Pharmaceutical products.
Alex Petrus, Druggist: Pharmaceutical products.
Leger Perrier, Druggist: Pharmaceutical products.
H. Pohlmann, Druggist: Pharmaceutical products.
Alex. Roberts, Druggist: Pharmaceutical products.
Nelvil Saurel, Druggist: Pharmaceutical products.
F. Séjourné, Druggist: Pharmaceutical products.
J. B. W. Vital, Druggist: Pharmaceutical products.
J. Cordasco. Shoemaker, importer of tools and materials.
N. Cordasco. Shoemaker, importer of tools and materials.
Desuse Francisco. Shoemaker, importer of tools and materials.
Vitello Nicolas. Shoemaker, importer of tools and materials.
G. B. Petoia. Shoemaker, importer of tools and materials.
Georges Robin. Shoemaker, importer of tools and materials.
Robert Nestor. Shoemaker, importer of tools and materials.
Bartolomeo Derogratis. Shoemaker, importer of tools and materials.
N. Marcou. Shoemaker, importer of tools and materials.
A. E. Brown. Furniture dealer and manufacturer.
M. Delgado. Furniture dealer and manufacturer.
A. Lagojannis. Furniture dealer and manufacturer.
J. D. Metzger & Co. Furniture dealers and manufacturers.
Henry Stark & Co. Furniture dealers and manufacturers.

LIST OF MERCHANTS AT ST. MARC, HAITI.

F. Herrmann & Co., Bankers. Importers: Dry goods, American provisions, French and German goods. Exporters: Logwood, cotton, lignum vitae, etc.
R. Pinard & Co., Bankers. Importers: Dry goods, American provisions, French and German goods. Exporters: Cotton, lignum vitae, coffee, cottonseed, logwood, goat skins, sisal, etc.
A. & E. Boutin, Importers: Dry goods, American provisions, hardware, haberdashery. Exporters: Logwood, coffee and cotton.
Miot & Co., Bankers. Exporters: Coffee, cotton, etc.
Em. Miot. Importer and Exporter.
Ed. Clesca & Co. Importers.
A. Mucci & Co. Importers.
H. & A. De Meza & Co. Importers.
E. Vincent. Importer.
H. & G. Labrousse. Importers.
Charles Sterlin. Importer and Exporter.

ECUADOR, SOUTH AMERICA

INTRODUCTION BY
HERMAN R. DIETRICH
AMERICAN CONSUL-GENERAL AT GUAYAQUIL

In order to place American exporters in a position to know the names of the different concerns doing business in Ecuador, so that they may have an opportunity to invite their attention to such products of the United States as are consumed in this country, especially to their superiority, when possible, terms, etc., I have prepared a list of the principal firms in Ecuador. I will not attempt a commercial rating of them, but it is presumed that it will serve the purpose of an introductory correspondence, which may finally result in negotiating for more American products.

Something About Ecuador: Tradition teaches that in times of great antiquity the territory which now forms the Republic of Ecuador was divided into several petty and independent kingdoms. One of them, situated on the inter-Andean region and named the Kingdom of Quito, from the people who inhabited it, succeeded, little by little, in extending its limits and becoming the master of its neighbors. In the latter part of the eighth century of the Christian era, an unknown people, who called themselves Caras, made their appearance on large rafts on the Ecuadoran coast and took possession of a portion of it. They settled there and established a regular government, monarchial in form, under the rule of a sovereign called "Scyri," which in their language meant "Lord of All." They worshiped the sun and moon, were devoted to astronomy and skillful in other sciences and arts. It was not long before the Caras began to extend their domains toward the interior, and in the latter part of the tenth century they completed their conquest of the country by taking possession of Quito, which became the capital of the nation.

From that date until 1450 the country remained subject to the Scyries, and in a state of peace and comparatively advanced civilization. In 1450 the country was invaded by the Incas from the south, who, after a long and bloody war, finally succeeded in capturing Quito. The country then became a province of the

Inca Empire, and so remained until 1534, when the Spaniards took possession.

Ecuador has at present an estimated population of 1,500,000 and an area of 22,840 square leagues. A large portion of its territory is yet to be explored, particularly that lying on the trans-Andean side, which is reported to possess good soil, rich forests, and in some districts valuable mineral deposits.

The chief industry of Ecuador is agriculture. The principal products are cocoa, coffee, ivory, nuts, cane sugar, rubber, rice and tobacco. The principal port is Guayaquil, situated on the Guayas river, thirty-six miles from the gulf. It has an estimated population of 70,000 and is the most important commercial city in the country.

Quito, the capital of the republic, is situated in the interior, on the high table-lands in the central part of the Province of Pichincha, at the foot of the eastern slope of the (extinct) volcano of the same name, and on the northern bank of the Machangara river, a small tributary of the Rio Guallabamba. The city of Quito proper is quadrangular and lies about 9,500 feet above sea level, some fifteen miles south of the equator. The streets are straight, generally crossing at right angles, very uneven, on account of the difference in elevation in different parts of the city, and few of them are more than twenty feet wide. The streets are paved with cobblestones, and the sidewalks, which are also narrow, are paved with small rough flagstones from a quarry in the vicinity. The houses are usually two stories in height, built of adobe, with flat roofs of red tiles. There are few windows facing the streets, the rooms of the houses being lighted from an inner courtyard surrounded by balconies above. The entrance to the courtyard, which also leads to the main entrance of the building, is generally high enough to admit a mounted horseman. Heating is not provided for, though sometimes the temperature drops to the freezing point. The stores are small and usually without windows.

The streets are lighted by electricity. Water, which is obtained from the adjacent mountain, is delivered to the city through public fountains or brought in jars from the mountain. At present that served through the fountains is badly contaminated. Ice is brought from the mountain and is also manufactured. Drainage is facilitated by the inclination of the streets, the number of natural drains, and the heavy rainfall.

In the city of Quito are five "Plazas" or squares; a botanical garden; a hippodrome, and two public promenades, the larger being shaded with eucalyptus, oak and other trees. The city also has five public libraries, two museums of natural history, two chemical laboratories, an arsenal, several hospitals, two banks and five hotels. There are within its limits thirty-three churches and six convents, occupying nearly one-fourth of its area. The Franciscan Monastery, said to be the largest in the world, possesses extensive farms in the vicinity, and its various buildings occupy an entire square. The most conspicuous buildings are the Government Palace, President's Palace, Archbishop's Palace, Palace of Justice, Municipal Building, Sucre Theatre, and the Astronomical Observatory. Education is provided for by a university, four colleges, a medical school, an institute of science, a school of arts and trades, an academy of fine arts, a theological school, three seminaries, and three schools for young ladies. A telephone service is maintained. Manufacturing interests are represented by twenty-two flour mills, a number of breweries, and a sugar refinery. There are also establishments engaged in the manufacture of woolen blankets, ponchos, bayetas, common carpets, matting, shoes, Indian felt hats, furniture, pottery, saddles, carts, adobe, hard bricks, roofing, tiles, chocolate, cheese and candles.

Quito is noted for the large quantities of religious painting and sculpture done within its limits and exported to adjacent countries. Lace and embroideries are also made. Other important industries are the carving and coloring of small figures from vegetable ivory, and the drying of bird skins, particularly the skins of humming birds brought from the Napo river by the Indians. The city has telegraphic connections. Severe earthquakes were experienced in the years 1844, 1859, and 1887. The population is estimated to be 80,000. The distance from Guayaquil to Quito is 280 miles, and can be covered in two days' travel.

In 1900 the exports from Ecuador were valued at $7,835,856, of which $1,622,163 went to the United States. The imports for the same year were valued at $6,708,439, of which $1,715,215 came from the United States. The exports in 1906 were valued at $11,690,243, of which $3,920,776 went to the United States. The imports for the same period were valued at $8,505,800, of which $2,328,450 came from the United States.

It may be well to remark that the bulk of the imports come from Europe. Furthermore, owing to the many years of experience that the European manufacturers have had in doing business with this country, during which time they have made a careful study of the requirements of its people, and also to their system of allowing long time credits, it is safe to assume that the American manufacturer, in order to break these long welded ties, will find it necessary to offer to the importers special inducements in the way of low prices, prompt and careful execution of orders, etc.

In preparing to meet competition in this country, it must be borne in mind that nearly all the merchants here have from the very beginning of their business careers acquired a disposition to buy from European manufacturers, sometimes on account of the broad terms allowed them, and at other times on account of closer business relations existing. It is not uncommon for European concerns to extend a credit of from six to twelve months. In selecting agents to send here, only those who can speak the language of the country should be chosen. Catalogues and correspondence should also be in the same language. I may further add that the chief cause attributed to the United States not supplying a greater proportion of the trade is their neglect to cater to the demands of this market. A further hindrance is faulty packing and higher freight rates.

Shippers should give special attention to the packing and preparation of merchandise that is to be dispatched to this country. It should be lightly packed, but well protected, for the reason that duties are collected on the gross weight. Every package, besides marks and address, must also have the gross weight marked in kilograms. They should also take great care to comply with the customs law and secure a certificate from the Ecuadoran consul, whose duty involves the signing of invoices and manifests (Sobordos). A list of bales and packages delivered to vessels for Ecuadoran ports, for which no bill of lading has been secured, must also be presented to the consul, by the agents of said vessels, before such vessels depart. The list will contain the shipper's and consignee's name, port of destination, gross and net weight in kilos, and declared value.

The principal business firms in Ecuador and the estimated population of the various towns and cities are as follows:

ALAUSI.

Population, 1,000.

Victor Fiallos.

AMBATO.

Population, 10,000.

Rafael Avalos.
Juan Escobar.
J. J. Guzman.
Vidal Moya.
Juan M. Ruiz.
Alejandro N. Santa Cruz.
Leonidas H. Viteri.

BABA.

Population, 2,000.

Benigno Leoan.
Juan Francisco Menendez S.
Elias Velastequi.

BABAHOYO.

Population, 6,000.

Castillo & Bermeo.
Pedro Durango.
Hing Chong & Co.
Moy-Chong.
Tay-Wo.

BAHIA DE CARAQUEZ.

Population, 2,500.

Commission Merchants.

Rodolfo Estrada.
J. A. Santos M.

Importers and Exporters.

Franz Bruckmann (Exp.)
C. Jali & Hno.
C. Joniaux.
J. F. Miranda & Co.
Peréz Santiago Hermano (Imp.)
Sucs. de Alejandro Santos.
Tagua Handelsgesellschaft m. b. H.
G. Uscocovich (Imp. and Druggist.)

Druggist.

G. Diez Arroyo & Co.

BALZAR.

Population, 2,000.

Juan Buendia.
Caputi Hnos.
Juan Francisco Olivares.
Rendon Hnos.

CATARAMA.

Population 2,000.

Cing Lee & Co.
Chaca, Arturo & Lautaro.
Melchor Diaz.
J. J. Rocha.

CHANDUY.

Population, 300.

José Wenceslao Mazina.

CHONE.

Population, 4,000.

Z. Constantine.
H. Hurtado.
Elio Santos.
G. Uscocovich.

COLIMES.

Population, 1,000.

Francisco Chaca.
Dr. Fausto Rendon.
H. Villafuerte.

CUENCA.

Population, 30,000.

Luis Antonio Aguilar.
Vicente Aguilar.
Pablo Chacón.
Carvallo Hnos.
Elias Correa.
Manuel Y. Cordova.
Miguel Dávila.
David Dias.
Gabriel Eljuri.
Ramón Hideovo.
Juan Jouve.
Luis Lazo.
Antonio Merelsán.
Merelsán & Hijo.
Merelsán Hnos.
José Maria Montesinos.
Carlos Montesinos.
Fausto Moscoso.
Benigno Polo.
Joaquin Rendon.
Damian Ricci.
Manuel Ticoco (Sucs. de).
José Maria Valdiviezo.
Miguel Angel Velez.
Augustin Vazques.

DAULE.

Population, 5,000.

Pablo Barzola.
Angelo Caicedo.
Felipe L. Robles.
Paco Ying & Co.

ESMERALDAS.

Population, 1,500.

General Merchants.
Dumarest Bros. & Co.
Esmeraldas Handelsgesellschaft.

Dry Goods.
Santiago Ameglio.
Clodomiro Arroyo.
Carlos E. Diaz.
Plascencio Trujillo.
Antonio Yannuzzelli.

Druggist.
Carlos E. Diaz.

GUALACEO.

Population, 1,000.

Luis Rios.
J. Adolfo Vazques.

GUARANDA.

Population, 10,000.

Alfredo Colema.
Alfonso Dávila.
Miguel Dávila.
Alejandro Flores.
Cerveleon Poveda.
Luis del Pozo.
José Silva.

GUAYAQUIL.

Population, 70,000.

Banks.
Banco Comercial y Agricola. Capital, $2,500,000.
Banco del Ecuador. Capital, $1,500,000.
Banco de Crédito Hipotecario. Capital, $500,000.
Banco Territorial. Capital, $200,000.

Banking Houses.
Hermanos Aspiazu.
Caamaño, Jijon & Co.
Lopez & Guzman.
Luis Orantia & Co.
Reyre Hnos. & Co.
E. Rohde & Co.
Rigoberto Sanchez Bruno.

Light and Power Companies.
Compañía de Gas.
Empresa de Luz y Fuerza Eléctrica.

Railways.
The Guayaquil & Quito Railway Co.
Empresa de Carros Urbanos (Tramway).

Telegraph Companies.
The Central & South American Telegraph Co. (via Galveston).
El Telégrafo Nacional.

Telephone Companies.
Compañía Nacional de Teléfonos.
Ecuador Telephone Co., Ltd.

Chamber of Commerce.
Cámara de Comercio (Luis Orrantia, Secretary).

Daily Papers.
"El Grito del Pueblo" (F. V. Reinel, Director).
"El Telégrafo" (José A. Castillo, Director).
"El Tiempo" (Luciano Coral, Director).

Hotels.
"Gran Hotel Victoria" (Julio L. Baquero, Prop.).
"Gran Hotel Paris" (Filemón Froment, Prop.).
"Hotel Guayaquil" (Martin Artieda, Prop.).

Steamship Lines.
From San Francisco: Kosmos Line—Rickert & Co., Agents.
From New York: Merchants' Line—E. Rohde & Co., Agents.
From Panama: Pacific Steam Navigation Co.—Lopez & Guzman, Agents.
From Panama: Cia. Sud-Americana de Vapores—Lopez & Guzman, Agents.

Commission Merchants.
C. A. Aguirre.
A. Araus.
Alvarado & Bejarano (Imp. and Exp.)
Andean Trading Co. (Imp. and Exp.)
Aspiazu Hnos. (Exp.)

Guayaquil.

Commission Merchants—Continued.

Manuel E. Barrio Nuevo (Imp. and Exp.)
Franz Bruckmann (Exp.)
Caamaño, Jijon & Co. (Imp. and Exp.)
Carrillo & Co. (Imp. and Exp.)
Coello Hnos. (Imp. and Exp.)
Luis A. Dillon.
Higgins & Calderon (Exp.)
F. H. Hilbeck & Co.
Gmo. Kaiser (Imp. and Exp.)
Lopez & Guzman (Imp. and Exp.)
C. A. Moya & Co.
Luis Orrantia & Co. (Exp.)
Pareja & Vernaza (Exp.)
J. Puig Verdaguer & Co.
Otto Reinhardt.
Reyre Hnos. & Co. (Exp.)
Francisco Robles.
Cordero J. Romero. (Imp.)
E. Rohde & Co. (Exp.)
Luis F. Salcedo.
José Sanchez Bruno.
Rigoberto Sanchez Bruno.
M. E. Seminario (Imp. and Exp.)
Sola & Co.
Ernesto Stagg (Imp.)
Lorenzo Tous (Imp. and Exp.)
Rafael Valdez (Sucs. de) (Imp.)
J. G. Vallarino.
José G. Villagomez.
J. A. Wheeler.
Zevallos & Icaza (Imp. and Exp.)

Merchants and Importers.

Arboco & Co. (Sucs. de N. Dapelo). Groceries.
O. Alexander & Co.
J. E. Aviles.
Romualdo Biaggi. Wines, liquors and canned goods.
Miguel Campodonico. Groceries.
Caputi & Co. (Sucs. de). Groceries.
A. Carrora & Co. Groceries.
Antonio Casas. Furniture.
Casanovas & Pages. Groceries.
B. Castagneto & Co. Groceries.
Juan Castagneto. Groceries.
Duran & Co. Hardware.
A. Duran & Levray.
Descalzi & Co. Hardware.
A. & L. Garcia. Dry goods.
Gonzalez-Rubio & Co.
M. G. Hurtado.
Roberto B. Jones.
Gmo. Kaiser.
Kruger & Co.
P. Lacassagne. Wines and liquors.
Madinyá & Co. Dry goods.
A. Madinyá. Hardware.
Osa Norverto & Co. (Sucs. de).
Parodi, Bruzzone & Co. Groceries.
Rodriguez Hnos. Groceries.

Guayaquil.

Merchants and Importers—Continued.

M. A. Roiz & Co. Dry goods.
Salcedo Hnos.
Pablo Valle & Co. Groceries.
B. Vignolo.
R. Alvarado & Co. Dry goods.
Pio Frugone. Groceries.
Carlos L. Herzog. Jewelry and electrical goods.
Joaquin Insua. Groceries.
Ramón Insua. Groceries.
Carlos E. Phillips. Jewelry and optical goods.
E. Ribas. Hardware.
Miguel Rierra. Hardware and groceries.
Lucas Tramontana. Hardware.

Druggists.

Aleman & Co.
O. R. G. Blom & Co. Botica del Comercio.
R. Flores Ontaneda.
Holger Glaesel. Botica Alemana.
Carlos Lopez Lascano. Botica Internacional.
Enrique Lozano. Botica del Globo.
Manrique & Chiriboga.
Luis M. Montes.
Melquiardes Morales. Botica del Sur.
Pazmiño & Garcia.
S. A. Peña. Botica "El Progreso."
Dr. Carlos A. Rolando.
T. J. Viteri. Botica de la Merced.

Booksellers and Stationers.

Contreras & Valdez.
Antonio Ferrand.
Janer & Hijos.
Hermanos Mauri.
Marin & Martinez. Imprenta Mercantil.
Uzcategui & Co. Imprenta Gutenberg.

HUIGRA.

Population, 200.

Isidoro Andrade.
Nuques & Medina.

IBARRA.

Population, 6,000.

Isaac A. Acosta.
Joaquin Caicedo.
Liborio Madera.
José Luis Rosero & Hno.

JIPIJAPA.

Population, 10,000.

Ladislao Campozano.
Medardo Gutierrez.
Cornelo Laurido.
Manuel San Lucas & Co.
Sebastian Villacres.

LATACUNGA.

Population, 15,000.

Pedro M. Bustamente.
Angel Costodi.
Adolfo Jimenez.
Angel M. Subia.
C. Alejandro Vascones.

LOJA.

Population, 8,000.

José Antonio Mora.
O. Lautaro Velez.
Juventino E. Velez.
Manuel Veintimilla.
Juan Eiñeguez Vivar.
Ricardo Vivar.

MACHALA (Puerto Bolivar).

Population, 5,000.

Juan Criollo.
R. Gonzalez-Rubio.
Manuel Minuche.
Baltazar Niemes.
Pazmiño Hnos.
E. Rohde & Co.

MACHALILLA.

Population, 1,000.

Prudencia Vallejo.

MANGLARALTO.

Population, 1,500.

Santiago Peña.
Antonio Velez.
Miguel Velez.

MANTA.

Population, 2,000.

Import, Export and General Merchants.

Francisco J. Cantos.
Gabriel I. Cahan.
J. J. Chavez R.
Juan Chavez & Co.
Juan Gallo.
Pablo Lompol.
Ramón Miranda.
J. F. Miranda, Herederos de.
Paw-San & Co.
José E. Paz.
Tagua Handelsgesellschaft, m. b. H.
Hermanos Voelcker.

MILAGRO.

Population, 1,000.

Antonio Cobos.
Juan M. Uraga.

MONTECRISTI.

Population, 3,500.

Ezequiel Arcentales.
Virgilio Azua.
Juan Chavez.
Pedro Cedeño.
Antonio Delgado.
Cesario Reyes.
Juan Rodriguez.

MORRO.

Population, 200.

Joaquin Bojorka.

NARANJITO.

Population, 500.

José Nuquez.

PORTOVIEJO.

Population, 5,000.

Pedro Antonio Mora.
Robles Hnos.
Daniel Sabando.
Zenon Sabando.
Antonio Segovia.
Serafin Veliz.

QUITO.

Population, 80,000.

Banks.

Sucursal del Banco Comercial y Agricola. Capital, $50,000.
Banco del Pichincha. Capital, $300,000.

Light and Power Companies.

Empresa de Luz Eléctrica "Edison."
Empresa de Luz Eléctrica "La Eléctrica."

Telegraph and Telephone Companies.

Telégrafo Nacional. Daniel F. Bolaños, Director.
Teléfono Nacional. Daniel F. Bolaños, Director.

Hotels.

Hotel Americano.
Hotel Ecuador.
Hotel Internacional.
Hotel Paris.
Royal Palace Hotel.
Gran Café Central.

Commission Merchants.

Alvarez Torres, N.
Cordovez & Marcos.
Rafael L. Salvador.
Nicolas Teran.
Rafael M. Tobar.
Torresano & Guzman.

Importers and General Merchants.

Ignacio Baca & Hermanos.
Ramon Barba, N. Dry goods.
M. E. Barrera & Co. Dry goods.
Leopoldo M. Brauer. Jewelry.
José Brotskey & Co.
José Maria Bustamente G.
Feliciano Checa.
Tomás Espinosa B.
Juan Francisco Game.
Ramón F. Moya.
José Alberto Mena C.
Juan José Narvaez.
J. J. Narvaez R.
Paris-Moreno & Co.
Rafael Puente. Hardware.
Manuel Pardo. Jewelry.
Roman Checa Hermanos.
Gabriel Roman G.
José Surgrañes. Hardware.
Urrutia & Gangotena.
José M. Varas-Plaza.
Ricardo Valenzuela A. Dry goods.
Benigno Vizcaino.

Druggists.

Botica Alemana.
Botica Americana.
Botica del Comercio.

Quito.

Druggists—Continued.

Botica Central.
Botica del Guayas.
Botica Inglesa.
Botica Nacional.
Sucs. de Alejandro Schibbye.

Booksellers and Stationers.

Acosta Hermanos.
Roberto Cruz.
Pedro A. Ferrand.
Nicanor Montesdeoca.
Ciro Mosquera.
José M. Ortí.
Ramón Ojeda.
Francisco José Urrutia.

RIOBAMBA.

Population, 12,000.

Angel M. Banderas.
Vicente A. Costales.
César Cordovez.
Isidoro Cordovez.
Federico Cedeño.
Rodolfo Lara.
Federico Martinez.

ROCAFUERTE.

Population, 3,000.

Francisco Arcentales.
Juan José Cedeño.
José Delgado.

SAMBORONDON.

Population, 2,500.

José Alarcon.
José San Andres.
Juan de Dios Lecaro.
Pablo Molino.
Manuel Otoya.
Antonio Tutiven.
Ezequiel Varas.

SANTA ELENA.

Population, 500.

de la Cuadra Diego R.
David Ordoñez.
Juan Alberto Panchana.
Pedro J. Rozales.

SANTA ROSA.

Population, 2,000.

Anselmo Garcia.
Manuel Grande.
Jorje Hilbron.
Alejandro Kayser.

TULCAN.

Population, 8,000.

Leonardo Burbano.
Luis Cisneros.
Federico Guerrero.
Julio C. Navarro.
Heleodoro Paredes.
Leonidas Polo.

VINCES.

Population, 1,000.

Kubillon & Co.
José B. Sotomayor.
Francisco L. Sotomayor.

(Signed) HERMAN R. DIETRICH,
American Consul-General.

AMERICAN CONSULATE GENERAL,
GUAYAQUIL, ECUADOR, January 1, 1908.

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